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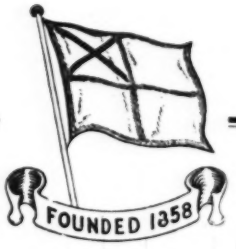

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Japan — A Continuing Prosperous Market

A Report from the Commercial Department, British Embassy, Tokyo

THE signing in London on November 14 last of the Anglo-Japanese Treaty of Commerce Establishment and Navigation and the recent measures taken by the Japanese Government to liberalize yet more of the country's imports have aroused increased interest in the Japanese market. This interest is well-deserved.

Japan is a large Western-style market; the population now numbers ninety-six million and is still rising, though the rate of increase is slowing down to approximately that of Western countries. It is also one of the fastest expanding markets in the world; what other important country has doubled its industrial production and its imports in four years? Finally, it is a market which has received little attention from British industry since the war. Only some 2 per cent. of Japan's imports come from Britain. If this proportion were raised nearer that of our sales to Germany for example, and there would seem to be no reason why this should not be done, British exports would be boosted by many millions of pounds and British firms would enjoy some very good business which is at present going elsewhere.

In 1961 Japan imported goods worth £2,075 million. More than two-third of these were food and raw materials. In this respect, Japan is similar to Britain. Japan's major suppliers will therefore continue to be countries such as the United States, Australia, Canada, Malaya and Kuwait, which can offer the iron ore, the wheat, the coal and oil which she needs.

But the import of manufactured goods is large and increasing rapidly, roughly at the same rate as total imports. The main suppliers of these are United States (32 per cent. of total imports), Germany (3 per cent.) and Britain (2 per cent.). Many of these manufactured goods belong to categories in which British products compete very favourably in other markets throughout the world. But in the Japanese market Britain is not the main supplier of any of the broad categories of capital goods and industrial materials which she exports so successfully to other markets.

In 1960, for instance, the United States was the main supplier of such categories as synthetic plastic materials, steel plates and sheets, aircraft engines, internal combustion engines, calculating machinery, machine tools, metal working machinery, aircraft, scientific instruments and generators and transformers; and West Germany was the major supplier of such categories as coal tar dyestuffs, textile machinery and joists, angles, girders and shapes. The United Kingdom has, of course, an excellent record of exporting as much woollen cloth to Japan as the Japanese Government's import quota system would permit (in 1961 over £3 million, nearly all Japan's woollen imports): and in 1960 Britain was also the leading supplier of cotton, synthetic and knitted fabrics, wool carpets, confectionery and alcoholic beverages, where the figures involved are much smaller than for woollen textiles. British exports of machinery to Japan have done particularly well recently as a result of the interest which our manufacturers have begun to show in the market: they increased from a total of £3.9 million in 1959 to £10.3 million in 1961. But, in general, British exports of manufactured goods do not occupy the position in the Japanese market which might be achieved by a greater sales effort.

Fortunately, British industrial and business leaders have shown a new interest in Japan over the past two years or so. After Sir Norman Kipping's visit in 1961, the F.B.I. published a useful survey of Japan in co-operation with the Economic Intelligence Unit. Last year the visit by the London and Birmingham Chambers

Closer Trade Relations with Japan

Mr. Frederick Erroll, President of the Board of Trade, in the Budget debate on April 4, announced that 'the Commercial Treaty which we concluded last November has today been ratified in Tokyo during Lord Home, the Foreign Secretary's visit there. It will come into force on May 4. The Treaty will put commercial relations between the two countries on a settled basis. I hope that our exporters will take full advantage of this because Japan has a rapidly expanding industrial economy starting from a much lower level than ours and still has a long way before it catches up with our high standards. Most of the market is now open to imports. I hope to see the expansion of orderly trade in both directions'.

At his final press conference in Tokyo on April 4, Lord Home said that politicians had created a framework and it was now up to British and Japanese businessmen to exchange visits and see as much as possible of the prospects in each other's countries. He welcomed the presence of three British missions from the nuclear, steel, and electrical industries during his visit here.

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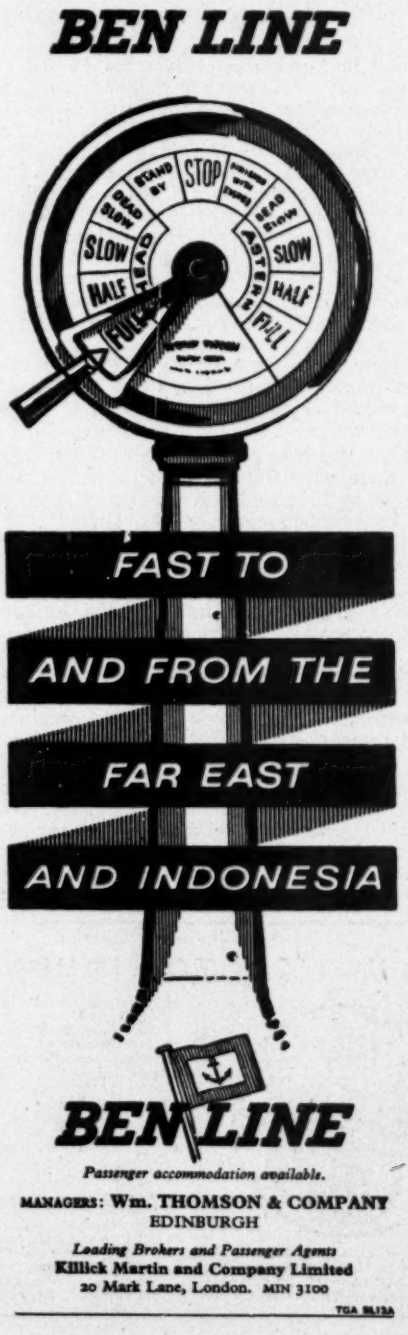
Front Cover Photograph

A view of the Berkeley Nuclear Power Station, Gloucestershire, from the turbine house roof. The station lies on the eastern bank of the Severn Estuary, roughly midway between Gloucester and Bristol, and was built for the Central Electricity Generating Board by the Nuclear Power Group. The stations at Berkeley and Bradwell-on-Sea, Essex, were officially opened by H.R.H. The Duke of Edinburgh on April 5. (See page 833).

Japan (*Continued*)

of Commerce also resulted in a valuable report on Japanese conditions. There is therefore some excellent, up-to-date information on Japan available to those in Britain who wish to do business here to supplement that available in the Board of Trade and its regional offices.

Many British manufacturers and traders are still inhibited from tackling the Japanese market by stories of low Japanese costs of production. The recent success of Japanese cameras, transistor radios and such heavier products as ships in world markets at very competitive prices has reinforced this belief. It is, therefore, strange to live in Japan and read the pleas by Japanese industry for continued protection against foreign goods whose costs of production



Officials of Toyo Kogyo, one of Japan's leading motor manufacturers, spent three days in Peterborough recently visiting F. Perkins Ltd. The visitors including Mr. Kohei Matsuda, the Hiroshima company's vice-president; Mr. Tokinosuke Murao, an executive director; and and Mr. Tie Uehata, marketing director. Three members of the party are seen here with Mr. J. G. Dawson (left), director of engineering, in the Perkins service school.

are so much lower. The answer is, of course, that in Japan, as elsewhere, certain goods are produced cheaply and well by domestic industry, but others are less competitive. Furthermore, as a country grows richer and more industrialized, variations of design and function, whether in machinery or consumer goods, are more and more sought after. How else can the volume of trade between Britain, Germany and the United States be explained? A British manufacturer considering the Japanese market for the first time would do well to regard it as similar to the German rather than to any Asian market – the exceptions to this generalization can be filled in later.

Some two and a half years ago the Japanese Government embarked on a policy of import liberalization, and a wide range of goods can now be freely imported. Restrictions are still in force on most agricultural and mining products. As for manufactured products, certain new industries such as motor cars, are not yet fully competitive and will be protected for a while longer. Other restricted imports are colour film and colour television, alcoholic drinks, shoes, vehicle engines, certain machine tools, computers, aircraft, woollen cloth and linen. Most of these are expected to be freed gradually over the next couple of years, and meanwhile larger import quotas will be granted each year. The quota on woollen cloth was greatly increased on signature of the Treaty and no longer constitutes a barrier to imports.

The tariff is now operating as the chief form of protection for Japanese industry, and the tariff board may vary the rates of duty when necessary. Where the rates of duty are fixed by agreement in GATT, any variation has to be done by negotiation with the main supplying countries. Duty is high on certain items, for example, motor cars at 40 per cent., but the general level is not at all unreasonable, and it may be negotiated downwards in the worldwide tariff negotiations expected to result from the United States Trade Expansion Act.

A heavy excess of imports over exports in 1961 forced the Japanese Government to pursue a tight money policy in a successful effort to restrain the bounding economy, limit the import of capital goods and raw materials, and so restore the balance of payments. For the moment, therefore, the economy is in a period of readjustment after the tremendous expansion of the last three years. Most of the measures of restraint imposed by the Government have however been removed and the subject of debate is now whether the economy will start to leap forward again this spring or autumn. From past experience we should expect another three years of rapid expansion followed by a period of restraint forced upon the Government through balance of payments deficits. From the point of view of machinery exporters, the recent cutting back of investment has led to disappointingly few new orders from Japan, but this should improve soon and British firms need to lay

(*Continued on next page*)

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Japan (*Continued*)

the groundwork now for the time when the market springs to life again.

Only one part of this tight money policy remains – the deposit of import collateral by importers when they apply for an import licence. The deposit is returned when the goods are imported. The rate has been brought down to 1 per cent for raw materials and 5 per cent. for consumer goods The previous rates were 5 per cent. and 35 per cent. respectively. The lower rates are no longer much of a deterrent to importers.

Survey of Market

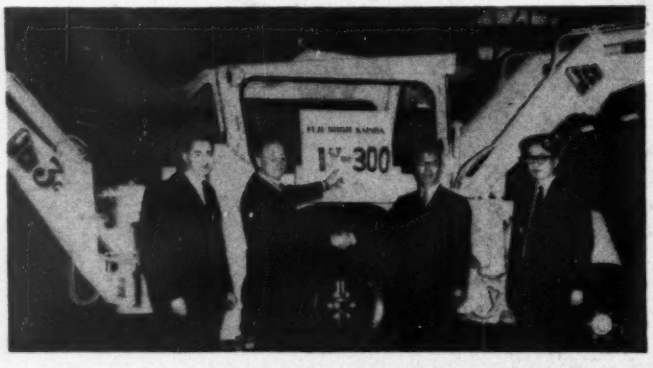
The first step for a British manufacturer thinking of selling in Japan, as elsewhere, is to survey the market for his products. Preferably this should be done by himself, but the cost of a visit to Japan is high, though less so if the journey is combined with other business stops along the route. In the first instance, therefore he may prefer a preliminary market survey to be done by someone else. There are a number of ways of getting an opinion on the chances of a product, through the banks, the F.B.I., or by asking Japanese or foreign import houses established in the United Kingdom (though this may involve a commitment to market through them). The names of such firms may be obtained from the Japanese Embassy, 46 Grosvenor Street, London, W.1 (Tel. Hyde Park 6030), the Japan Association, 55, Old Street, London, E.C.2 (Tel. London Wall 2440), or Export Services Branch of the Board of Trade. The Commercial Department of the British Embassy in Tokyo is also glad to make preliminary enquiries. If a full-scale market survey is needed, this could be commissioned from the Japanese or foreign firms specializing in this work. The Embassy will be glad to advise on this question also.

Agents

If the product has prospects in Japan, and it is remarkable how many products have unsuspected potential here, the manufacturer will want to select an agent. In Japan these can be divided into four main types:

1. Large Japanese trading companies

These are usually allied to a group of manufacturing companies and a bank, such as Mitsui and Mitsubishi. All these large firms have offices in London, and will usually act as agents and importers. They have the advantages of plentiful financial resources, a large organization throughout Japan, and powerful contacts. They may suffer from the faults sometimes associated with large organizations handling a multiplicity of products, and they may sometimes tend to sell more easily to other organizations friendly to the group than to the members of rival groups. (*See page* 825).



Arrangements for the supply of 300 hydraulic excavators to Japan were concluded recently when an order was placed with J. C. Bamford (Excavators) Ltd., by Mr. Ichiro Arai, President of Fuji Shoji Kaisha Ltd., Osaka. Also finalized were plans for the Japanese firm to manufacture JCB equipment under licence and it is expected that within 12 months JCB hydraulic excavators will be manufactured 100 per cent. in Japan. A group of production executives will shortly leave Osaka for a period at the JCB factory at Rocester, Staffs., where they will study the manufacturing processes in use.

Photo by courtesy of The Ambassador

Mr. Arimoto, owner of a Japanese tailoring establishment and one of Japan's biggest importers of British cloth, with one of his customers examining the colour and texture of a fine Huddersfield worsted before ordering a suit which will cost about £50 to £60.

2. British and other foreign trading companies

These usually work for a commission through sales to importers rather than import the goods themselves. The larger companies do, however, import and maintain stocks for certain items. Although many of these companies deal with a varied number of goods, they often have a few departments in which they are particularly well organized, for example, business machinery, beverages and luxury foodstuffs, aircraft supplies, pharmaceuticals, and so on. Other companies concentrate on one field only – textiles, machine tools or chemicals. Naturally the British and European companies enjoy the advantage of more familiarity with the language and ideas of their British principals.

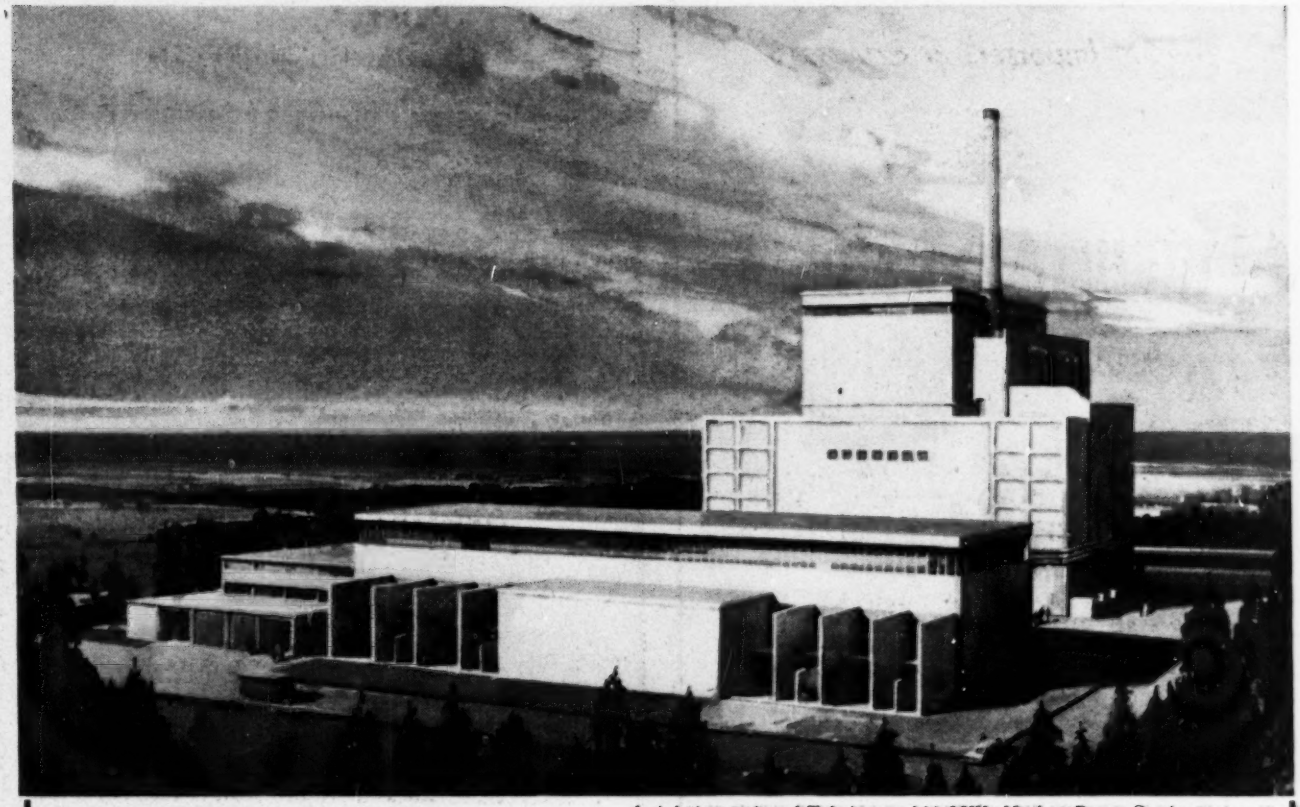
3. Medium and small Japanese agents and importers

The medium-sized importer with adequate financial backing and technical resources is particularly hard to find in Japan. A complication for the small firm is often an inadequate command of the English language which may lead to misunderstandings. Nevertheless, there are many good medium-sized firms working smoothly with British principals.

4. Department stores

Department stores deserve a special mention. They play a large rôle in Japan, taking 10 per cent. of the retail trade, and are in many cases the only outlets for foreign consumer goods. They are important in the formation of popular taste, and many of the finest art and design exhibitions in the country are also held there. Department stores are now also interested in obtaining agencies for imported goods, though how far they will sell to retail outlets other than those in their group is as yet unclear.

(*Continued on page* 823)



Artist's impression of Tokai-mura 166 MWe Nuclear Power Station

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Japan (*Continued*)

Visits

Some businessmen visiting Japan may have been disappointed by the apparently meagre results of their trip, and this often appears to have been due to inadequate preparation in advance. The Japanese are very thorough in their consideration of any business project and like plenty of time to think round the problem, although when they have made up their mind and agreed a plan of action, they can act with remarkable rapidity. It is important, if delay and expense in Tokyo are to be avoided, to take matters as far as possible by correspondence well in advance of the proposed visit and to obtain letters of introduction where at all practicable. The British Embassy in Tokyo or the British Consulate-General in Osaka will be glad to help at any stage this is considered useful. Even after all possible preparation, it will usually be necessary to spend at least a week in Japan to conclude any business effectively.

Finance of Imports

Generally speaking, Japanese firms of good repute are meticulous in honouring their financial commitments, but unless the status of the firm is beyond any doubt, it is advisable to insist on irrevocable Letter of Credit terms at the beginning. As business relationships develop, it may be possible to offer importers D.A. or D.P. terms to the limits of 120 days, which is the maximum period permitted by standard Japanese Finance Ministry regulations. Long-term credit facilities may be necessary in the sale of expensive machinery in order to meet competition, but the importer would need to obtain Government approval. If the equipment concerned is of importance to the economy, permission to accept such terms is usually forthcoming.

Industrial Property Rights

It is worth mentioning at this stage that British manufacturers should consider applying for patent rights in Japan. The procedure is similar to that in other industrial countries and the protection afforded is also comparable. In general, the Japanese authorities

(*Continued on next page*)

Consider Japan

by Correspondents of *The Economist*

In the last decade Japan has expanded its real income at an average rate of over 9 per cent. a year, transformed the whole standard of living of its people and raised by ten years their expectation of life – one of the most astonishing economic success stories of all time. Special correspondents from the staff of the London *Economist* visited Japan in the summer of 1962 to investigate this new boom, and their enquiries include a review of the modern Japanese educational and trade union systems.

This is a quite short, but extremely hard-headed survey outlining the lessons that Britain and the outside world – both developed and under-developed countries – can learn, if they will, from Japan's new economic 'miracle'. It also gives the most succinct, up-to-date picture of general conditions and opportunities in Japan for British and Commonwealth manufacturers wishing to expand their trade interests in the Far East.

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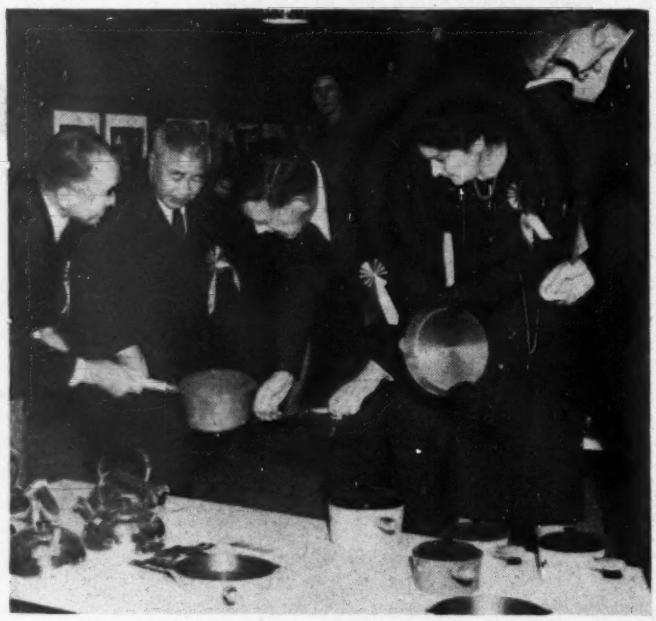

H.M. Ambassador Sir Oscar Moreland (centre) examining kitchen utensils at the British Design Centre Exhibition held in Tokyo recently.

have, since the war, been trying hard to prevent any flagrant copying of designs and processes. The Japanese Government realizes that the pre-war reputation for copying has hampered its efforts to have Japan accepted as a full member of the 'club' of modern industrial countries to which her industrial achievements and production of quality goods now entitles her. As a result there is comparatively little flagrant copying and Japanese companies have entered into a large number of agreements with foreign firms for the use of their processes.

In the early days of Japanese industrialization the British were to the fore in teaching Western techniques, and there are traces to to be found everywhere in Japan of this co-operation. Since the war, however, there has been too little contact, and industrial technique has been mainly bought from the United States. Between 1949 and September 1961 the Japanese Government approved 1,506 technical and licensing agreements with foreign firms. 947 were from the United States, 141 German, 112 Swiss and only 51 British.

As a result of this loss of contact the Japanese are not sure that British firms have much to sell in the way of modern techniques – even if they were willing to do so. Recently, for example, an importer of mining machinery told of his surprise when he discovered that the British had some excellent modern machinery suitable for Japanese mines. They had been unaware of this because they were not invited to visit British mines to see machinery at work, but had stumbled upon the machinery working in Canada!

Licensing Arrangements

Where direct exports to Japan is unprofitable or the turnover is likely to be very limited, the possibility of selling a licence or establishing a joint company for local manufacture is worth considering. Japanese firms have, on the whole, been most punctilious in honouring their obligations under such agreements. Under exchange-control regulations the approval of the Japanese Government is needed for any arrangement involving the payment of foreign exchange, and obtaining these validations takes a few months.

It is to be hoped that with the progressive liberalization of trade and payments this control will also go. Meanwhile, some firms which are impatient of obtaining official validation are entering into agreements on a yen basis, reckoning that before long the remittances of profits will be freed. Now that Japanese firms are doing more and more original research, a reciprocal clause for sharing the benefits of any Japanese discoveries or improvements is becoming an important feature of such licensing agreements. There are consultants, British, American and Japanese, who can advise on the best form for such arrangements in Japan.

Advertising

Methods of sales promotion and advertising in Japan are not so different from those in other industrial countries, and are much influenced by American techniques. There is one very large Japanese advertising agency, one medium-sized, and a host of smaller ones. There are also one or two foreign agencies. In general, the services offered are not yet so full and expert as in Britain or the United States.

The media available include:

Newspapers – The Japanese press is well organized, and the Asahi, for example, sells over four million copies a day; the advertising rates are accordingly high. There are four English-language newspapers with a circulation mostly amongst foreign residents.

Magazines – As elsewhere the women's magazines are widely read.

Trade press – This is highly developed and there is a wide selection.

Television – This medium is rapidly expanding. In Tokyo there are six commercial channels and one official transmitting from morning till night. Poster sites are plentiful; neon signs are unequalled anywhere else in the world. Cinema slides and films are also shown.

Exhibitions – There is an annual Trade Fair which takes place alternately in Tokyo and Osaka. Machinery of all kinds takes up about three-quarters of the space. In addition there are specialized trade fairs. Mostly these are small, catering only for Japanese production, but there is a trend towards holding more international fairs such as the Business Machinery Fair, the Machine Tool Fair, and so on. Such events are becoming increasingly important, and more British participation is to be hoped for. For the first time since

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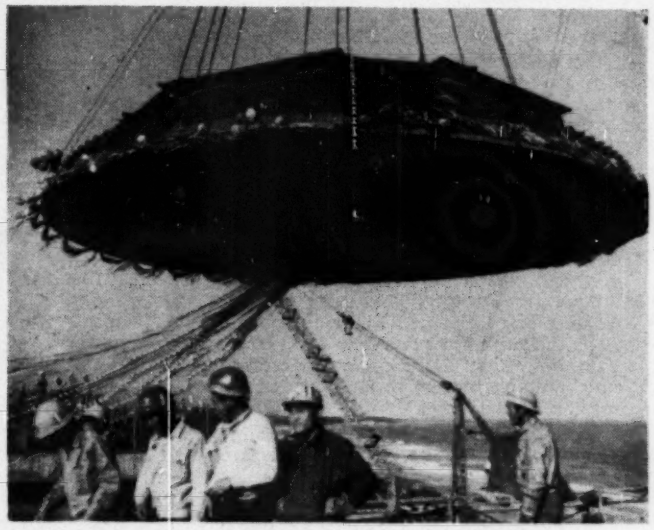
Japan (*Continued*)

the war there was a large British group-participation in a Japanese Trade Fair – at the International Machine Tool Fair in Osaka in October 1962. This Fair is to be held every other year.

Department stores – From time to time they hold special exhibitions of foreign consumer goods, and British displays have, fortunately, been the most frequent. Under these reciprocal arrangements with foreign stores a special quota for the import of restricted goods was granted. Now that so many goods have been or will be freed from import control, such displays will no longer need to be based on reciprocal quota arrangements and should be easier to arrange. The displays have proved most effective in introducing British products to the Japanese market, and several flourishing lines of business have resulted. Incidentally, it cannot be emphasised too often that the Japanese expect high quality in foreign imported goods and are willing to pay highly for the really good article.



The top cap of the pressure vessel for the 166-mW. Tokai Nuclear Generating Station being lifted into the biological shield. The station is being built for the Japan Atomic Power Company by The British General Electric Company of Japan Ltd., a subsidiary of The General Electric Company Ltd., of England.

Photo : G.E.C. (Engineering) Ltd.

Conclusion

The Signature of the Anglo-Japanese Commercial Treaty will not lead automatically to any increase in British exports to Japan. The main purpose of the Treaty in this respect is to assure continued British access to the Japanese market on equal terms. Because the market has become so much freer and so much richer, this guarantee is valuable. Now it is up to British companies to sell. The Signature of the Treaty has created a disposition upon the part of the Japanese importer or buyer to consider more readily buying from the United Kingdom rather than from elsewhere. It is, therefore, a good time to 'consider Japan'. The services of the Board of Trade are available to help any manufacturer with this consideration, and the Commercial Department of the British Embassy in Tokyo or the Consulate-General in Osaka is anxious to give any help in its power to those who wish to sell in Japan.

Japanese Trading Companies can Help British Exporters

By a Special Correspondent in London

GIANT TRADING FIRMS exporting and importing a very wide range of goods and with offices in every principal city in the world are institutions peculiar to Japan.

In 1962 more than 80 per cent. of both the exports and imports of Japan were done through the intermediary of these great trading

(*Continued on next page*)

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houses. As an illustration the eleven largest handled between them more than half the total exports and nearly three quarters of the total imports. If these firms are able to attract such a large proportion of the foreign trade of Japan it would seem to indicate that there must be certain advantages in doing business through them. What, then, do they offer to the foreign businessman and how do they differ from the trading concerns we are familiar with in the West?

Perhaps the first consideration one should make is that Japan is comparatively a long way away from the other principal business centres of the world. The Japanese trading company has therefore assumed the important function of acting as an intermediary. Nineteen of these companies have established offices in London through which the British businessman is offered the personal contact that is so often essential in overcoming the obstacles of unfamiliar customs and languages.

The services offered by the Japanese trading company may be summed up under four headings: commission merchant, market research organization, advertising agent and banker.

As a commission merchant they not only serve to bring buyer and seller together but are often essential in helping to iron out the difficult details when reaching a contract or in dealing with the complications which may arise after the actual contract is concluded. With a country as far away as Japan, misunderstandings can easily arise, in which event it is extremely useful to have an intermediary who can, if necessary, act as arbitrator.

As a market research organization the trading company is in a position to discover opportunities for new business through their immense network of offices. They have a unique knowledge of the market situation not only in Japan but also abroad and they are able to compare the relative merits when several alternative methods of doing business exist.

As an advertising agent it is notable that most of the leading trading firms have their own brand names under which a large amount of business is done. Particularly in Japan where these firms are well known there is a considerable prestige value in conducting business through them. At the same time, if the exporter requires that his goods be advertised, the trading firm is in the best position to make the necessary arrangements.

Lastly, the trading companies act as bankers, not only financing business actually concluded in the way that a Confirming House would do in this country, but also by extending or arranging loans. The trading firms also have interests in various manufacturing concerns in Japan and are often able to secure a vantage point when the opportunity arises, possibly by offering the goods of these manufacturers or of selling to them certain commodities.

In this last respect it should be observed that in Japan, more than in any other country, there are groupings of industrial and commercial enterprises on a very large scale for various traditional and financial reasons. A good example of this is the Mitsubishi Group of related companies which includes heavy machinery, iron and steel, shipbuilding, motor car manufacture, chemicals, oil, petrochemicals, rayon and many other industrial firms bearing the name of Mitsubishi. In the midst of this group are the commercial enterprises, Mitsubishi Trading Company, Mitsubishi Bank and others including insurance and shipping.

There are several of these large groups in Japan. Mitsui and Sumitomo, for instance, have very similar structures to that of Mitsubishi. The firms within these groups tend to work together although the cohesion may vary from one group to another, and therefore one would find a distinct advantage in working through a Group's trading company if one intended to conclude business with one of the Group firms.

Competition is very keen between the groups and consequently margins are very low. Profits on turnover are about 2 to 3 per cent. higher on imports than on exports. This discrepancy has been due to the Government's control of imports in the past, but the liberalization programme is whittling it away.

Pre-tax earnings for the eleven largest companies are down to an average of only 0·44 per cent. of turnover. Considering the enormous costs incurred in maintaining their offices, transmitting cables, extending loans and entertaining visitors, it is difficult to imagine better value for money in the service provided by the Japanese trading company.

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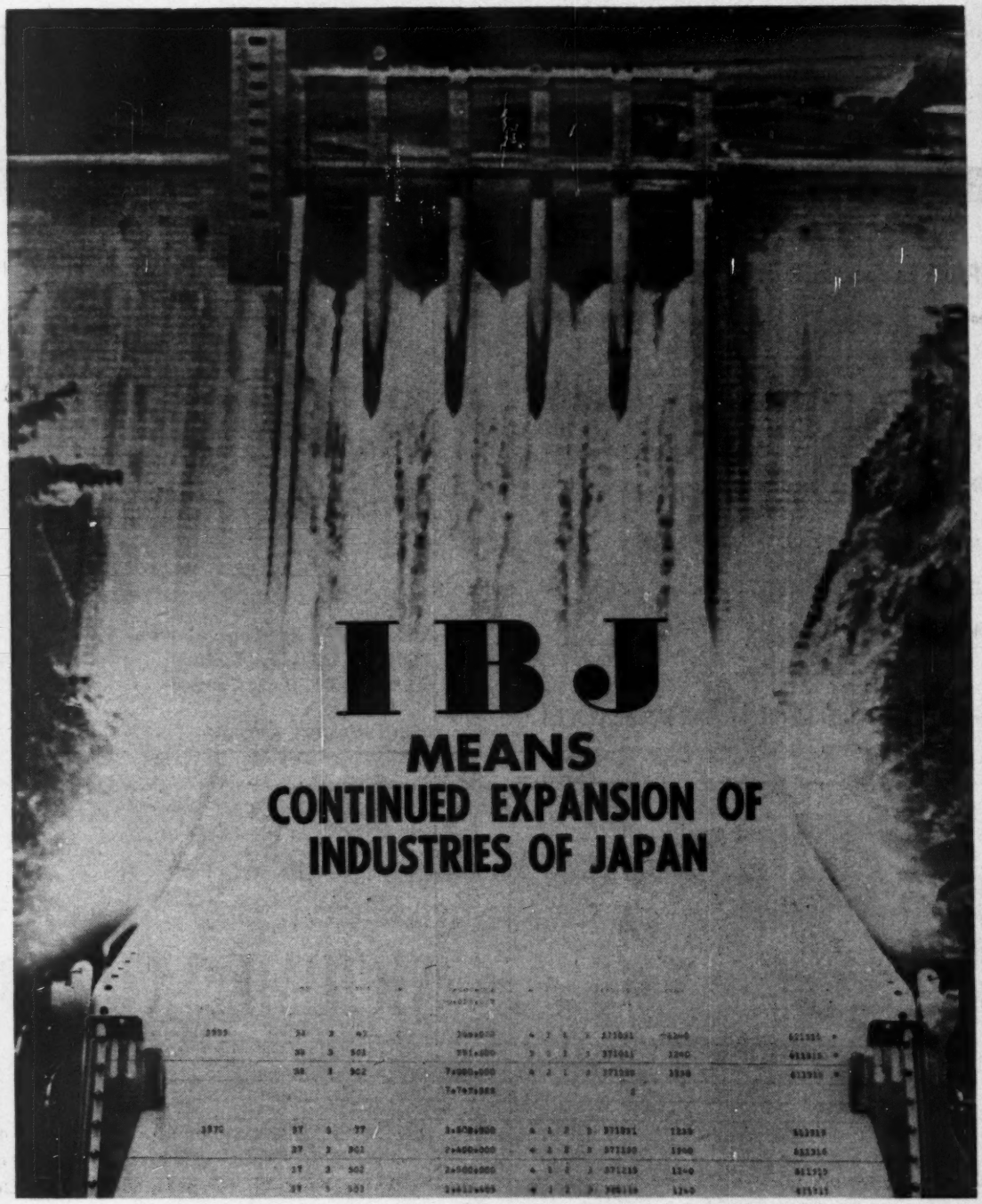

The history of the phenomenal growth of Japanese economy, especially in the postwar years, mirrors the history of the Industrial Bank of Japan, which has served as the great artery supplying Japanese key industries with the lifeblood funds needed for expansion.

In view of the Industrial Bank's close ties with these industries, the speediest results can be obtained by contacting the Industrial Bank of Japan for accurate information on and knowledge about Japanese industries or for establishment of business connections with the key industries or with any promising industries of Japan.

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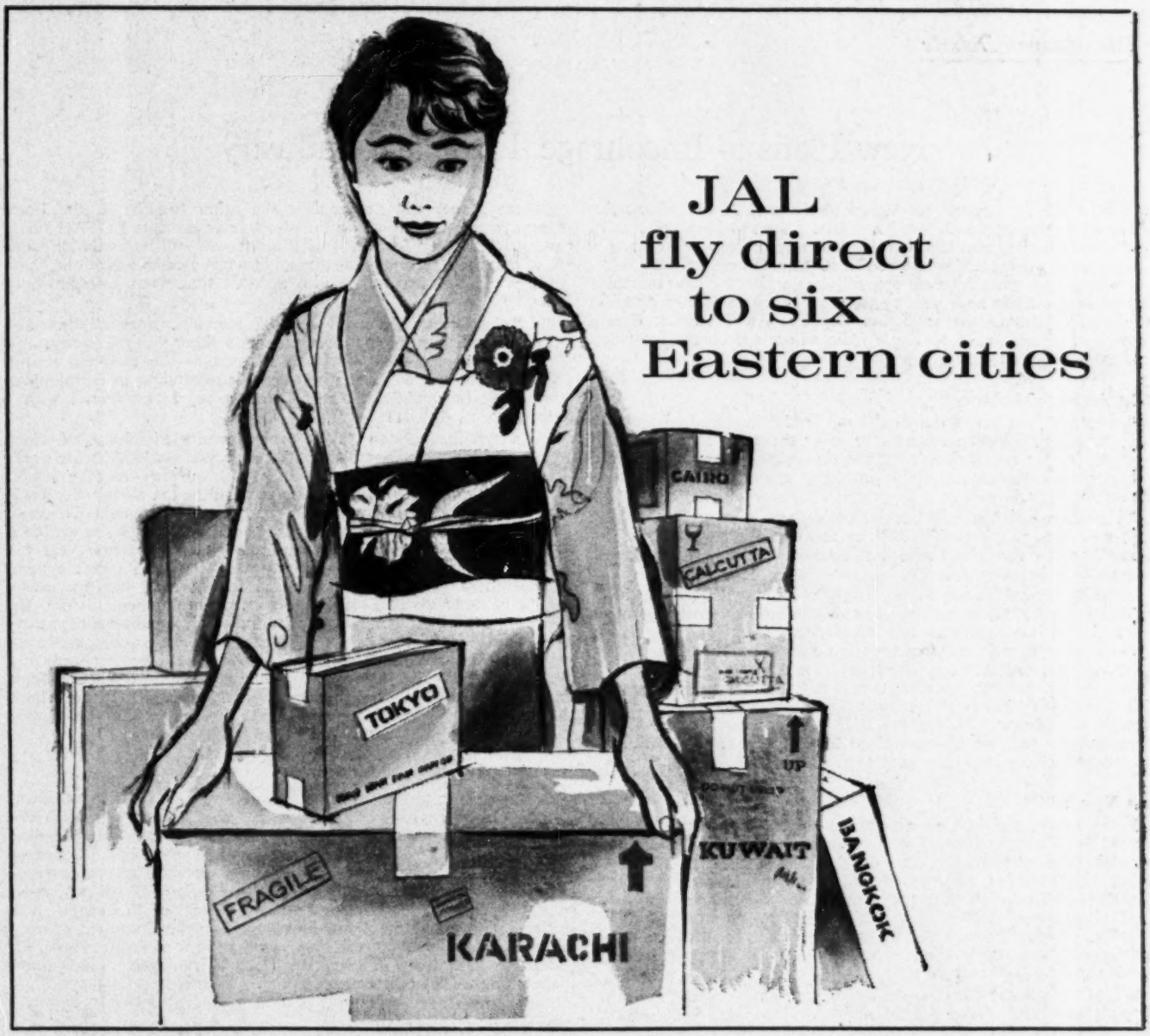

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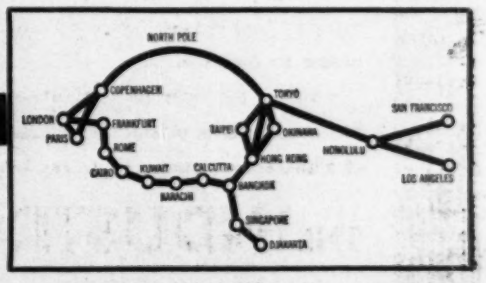

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The Budget Debate

New Plans to Encourage Trade and Industry

IN HIS Budget speech on Wednesday April 3, the Chancellor referred to the introduction of standard grants to help the cost of industrial building and the cost of plant and machinery to firms in development districts. He also referred to a system of special tax allowances for plant in these areas. These and other new measures to encourage trade and industry were explained in greater detail in the Budget debate the following day by Mr. Frederick Erroll, President of the Board of Trade from whose speech the following extracts are taken:

Distribution of Industry

Parliament has given the Board of Trade the responsibility for 'the proper distribution of industry' over the country as a whole; and the further responsibility for promoting employment within the 'development districts', and for providing special financial inducements to that end.

In these areas the existing industries are already modernized and new dynamic growth industries are being introduced. At the same time new factories, houses and schools are being provided, and communications improved.

A study recently made by my Department showed that in the 5 years 1958 to 1962, inclusive, half the jobs arising from approved industrial developments in the development districts came from expansions of companies already in those districts. This gives the lie to those who say that by setting up in a development district an enterprise will not prosper and grow. The point is well illustrated by this year's experience on Merseyside. Since Merseyside again became eligible on January 21 for financial assistance under the Local Employment Act, we have received 27 applications. Of these no less than 20 have been for local expansions.

The New Bill

Let me say straightaway that the Local Employment Act has proved to be an effective means of encouraging the introduction and expansion of industry in the development districts, thus providing much-needed employment there. In the first three years' operation of the Act the Board of Trade have undertaken to provide total assistance of £81 million – £29 million by way of providing Board of Trade factories and £52 million in the form of financial assistance. The projects that we have so assisted are estimated to provide about 90,000 new jobs.

In short, we have achieved encouraging successes under the Local Employment Act. We now want to improve the Act still further. Hitherto the benefits have been largely tailor-made, to suit the circumstances of the individual project. Some firms would prefer fixed rates, known in advance, which would simplify their planning. This should prove particularly attractive also to overseas firms who may be thinking of setting up in Britain. What we now propose is to make the building grant a flat 25 per cent. of the actual cost. Under the present system it is necessary to make a separate computation for each new building or extension and the size of the grant has varied with local values. On average it has worked out at 17 per cent. of actual cost. We shall reckon in the cost of the building the provision of any essential services, and such things as special foundations for heavy plant.

Now a word about plant and machinery. Hitherto, BOTAC loans have been the only means by which we could help with the cost of plant and machinery. We want to go further than this. I am proposing that a grant should be made of 10 per cent. of the cost of plant and machinery installed in industrial undertakings, provided that employment is likely to arise for the benefit of the development district as a result. I intend by administrative action to exclude certain items which, by being readily movable outside development districts, could frustrate the intention of this grant. As illustrations I have in mind lorries and certain types of office machinery, such as typwriters.

These grants will not replace the other benefits of the Local Employment Act, which will continue. For instance BOTAC Loans and grants under Section 4 of the Act will still be available when the Committee recommends them, but when assessing need the Committee will of course take into account that fixed grants will be payable.

But the Committee may well ask me, how does all this look to the industrialist in, say Birmingham? I think that the industrialist first looks at the cash outlay in relation to the expected return. What will be the difference between his expanding in Birmingham (providing he could get an IDC to do so) as compared with a development district?

As a hypothetical case, take a project costing £1 million, of which £250,000 is for buildings, £450,000 for plant and £300,000 for working capital. Assume that the business is already earning profits sufficient to enable it to use in one year all the tax allowances available under free depreciation and that the management decide to do so. In a development district, the grants available as standard benefits would amount to about £100,000 and the first year tax saving to about £300,000. If the project were not in a development district there would be no standard benefits and the tax saving would be only about £160,000. So. in a development district, the Government will be contributing, by these combined benefits, nearly 60 per cent. of the cost of the buildings and plant, as compared with less than 25 per cent. elsewhere. Moreover, if the project were in a development district, the company might be able to finance some of the rest of the cost, including working capital, from funds borrowed from the Board of Trade. (*See page* 832 *for further details*).

Telling Industry

We must look to industrialists to make full use of these improved facilities, and so bring more work to the development districts. Starting on Monday next, I shall be inviting the Chairmen of leading companies with growth prospects to discuss with us at the Board of Trade their prospects for establishing new projects in the development districts of Britain and in Northern Ireland. I am proposing to start this series of meetings before the end of this month and during the next few months we hope to meet the Chairmen of over 100 major companies. In this way, we shall seek to impress upon an important section of industry the many advantages to be gained from taking work to these areas.

Advance Factories

At the moment we have a programme of nineteen so-called advance factories in England, Scotland and Wales. They are of various sizes up to about 50,000 sq. ft., and all should be completed this year. We also have in hand a substantial programme of clearance and development work on our industrial estates which will make them more attractive and provide more sites ready for building. In addition to all this we are planning a further programme of advance factories to follow on after the present one. This will comprise another eleven factories, all fairly small but of a size which should attract expanding firms. These factories will be planned for completion in the second half of next year.

Wiggins Teape

There is one project which will require special legislation – the proposed new Pulp and Paper Mill at Fort William. A Bill is being introduced today to empower the Board of Trade to make loans to Wiggins Teape & Co. for this purpose up to a total not exceeding £10 million representing about half the total cost. The great contribution of this project will be to provide a new point of lively and developing industrial activity in the West Highlands. It will take advantage of local supplies of timber. It will create in the forests and in transport even more jobs than those created directly in the

mill itself. The site for the mill has been chosen as being the most advantageous possible from the point of view of timber and water supplies and of transport. The United Kingdom paper industry has been at some economic disadvantage compared with its competitors in the forest countries who have been able to operate fully integrated mills based on indigenous supplies of timber.

For the Fort William project the timber is there in the Scottish forests and the supplies will be expanding steadily over the next few years. This project aims to use these forest resources in a way not previously possible in this country. To help the flow of material to the mill the Forestry Commission will accelerate their programme for the construction and improvement of their forest roads within the area of supply.

ECGD

Two years ago we introduced some significant developments. We introduced ECGD's new financial guarantees, putting our industries in a position to undertake large projects overseas on long credit with the necessary long-term finance assured. At the other end of the scale we introduced the Small Exporter Guarantee, a way of encouraging and assisting export 'beginners' and also of demonstrating ECGD facilities to them in a simple way. At the same time, in April 1961, we made a substantial reduction in premium rates by 20 per cent. overall.

Nevertheless, the volume of business has increased, revenues remain buoyant, and the accumulated reserve from past transactions has continued to grow, further reinforced as it has been by the interest credited on it in its Commercial Account.

I can now announce – and I have kept this item of news until the end – that the Exports Credits Guarantee Department will be making a further reduction of 10 per cent. in its charges for insuring export risks. This reduction will be effective immediately for all business transacted from the beginning of this month and the Department will be sending new premium schedules this month to all holders of Comprehensive Guarantees so that they can apply the new rates to their April business. This reduction will lower still further the costs of exporting, and will, I hope, induce still more exporters to make use of ECGD facilities.

Financial Guarantees for India and Pakistan

'I have a particular point to make to the Committee about India and Pakistan. Up to now, ECGD has not been authorized to guarantee a longer period than five years' commercial credit for exports to India and Pakistan, because of the long-term aid that we have been giving to these countries. This has impeded the traditional trade, in a valued market, of some of our exporters, including those in industries with surplus capacity which could well be used. I am glad to say that we are prepared, in present circumstances, and in the special case of India and Pakistan, for ECGD now to give longer-term cover for selected cases, on lines similar to the existing matching and financial guarantee schemes.'

Further Advance Factories

As the *Board of Trade Journal* was going to press on April 8, it was announced in Parliament by Mr. John Hare, Minister of Labour, on behalf of the President of the Board of Trade that the Board of Trade would build 13 small advance factories in areas of high unemployment. Further details from *Hansard* will be given in next week's *Board of Trade Journal*.

Mr. Alan Green to Visit Italy

MR. ALAN GREEN, Minister of State, Board of Trade, will visit Milan from April 17-19. He will attend the annual banquet of the British Chamber of Commerce in Milan on April 17 and will visit the International Samples Fair in Milan on April 18. On April 19 the Minister will see something of Italian industrial activity.

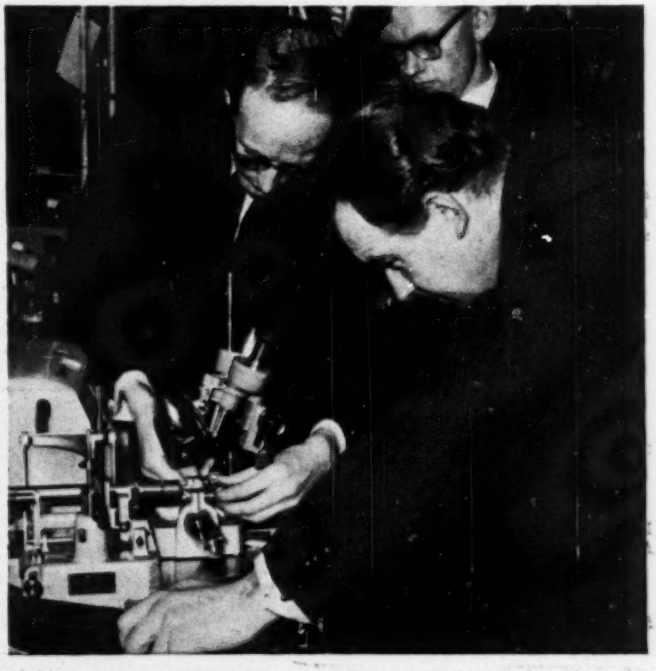
President's Address at Golden Jubilee of Diesel Engineers and Users Association

SPEAKING AT THE Golden Jubilee Lunch of the Diesel Engineers and Users Association on April 4, Mr. Frederick Erroll, President of the Board of Trade, said the diesel engine industry could certainly have every reason to be proud of its standing in the world. Its record of growth in recent years was a source of satisfaction to us all. He took particular pleasure in noting that its export performance was as high as 40 per cent. in *direct* export alone; this was in addition to the large indirect exports of engines in a wide variety of capital goods of all kinds.

The President said that the Association brought together the makers and the users of diesel engines which he believed was a vital role and a vital need for Great Britain today. As a nation we lived by world trade and what our actual and potential customers thought of our scientific, technical and industrial achievements mattered greatly.

'It may seem hard that our achievements are no longer taken for granted abroad but we must frankly recognize that in the highly industrialized world of today our position has, of course, been challenged. Whatever help the Government can give the problem of exports comes back to the fundamental question: "can we supply the customer with the goods he wants? Are the goods the best at the price?" '

The President said we all needed to look searchingly at our engineering design and techniques–not because we had fallen behind in many directions, but because we had to try to keep ahead of others. This was why he believed co-operation between maker and user was an essential ingredient of any prescription for strengthening our economy and promoting healthy growth.



Mr. David Price, Parliamentary Secretary, Board or Trade, looks on while Mr. C. H. Rose, Head of the Medical Department, sets up a Huxley Ultra-Microtome during his recent visit to the Cambridge Instrument Co's. factory at Cambridge. More than half the production of this machine is exported to the major industrial countries overseas

REPORTS FOR U.K. EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them. The Board of Trade keeps records about the standing, activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirer should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trader as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional office of the Board.

Standard Benefits and Free Depreciation

Illustration of the Advantage of a Project in a Development District over a similar Project Elsewhere

THE illustration is based on the case of a company which incurs in the year ending March 31, 1964, expenditure of £1 million on an expansion project, as follows:

	£
Buildings	250,000
Plant	450,000
Working Capital	300,000
Total	£1,000,000

2. On the assumptions referred to in 7 below, if the project were located in a Development District, the company would obtain, on incurring the expenditure, the following Standard Benefits (Grants):

	£
Buildings, 25% of £250,000	62,500
Plant, 10% of £450,000	45,000
Total Standard Benefits	£107,500

In the year ending March 31, 1965, the company would obtain tax savings, as follows:

	£
Buildings: Investment, Initial and Annual Allowances totalling 24% on £187,500 (£250,000 *less* Standard Benefit £62,500), i.e. £45,000 at 10s. 9d. in the £ (Income Tax 7s. 9d., Profits Tax 15%)	24,000
Plant: Free Depreciation, plus Investment Allowances, totalling 130% on £405,000 (£450,000 *less* Standard Benefit £45,000), i.e. £526,500 at 10s. 9d. in the £	283,000
Total Tax Savings	£307,000

3. On the same assumptions, if the project were located other than in a Development District, the company would not obtain Standard Benefits. In the year ending March 31, 1965, it would obtain tax savings, as follows:

	£
Buildings: Investment, Initial and Annual Allowances totalling 24% on £250,000, i.e. £60,000 at 10s. 9d. in the £	32,250
Plant: Investment, Initial and Annual Allowances totalling 55% on £450,000, i.e. £247,500 at 10s. 9d. in the £	133,000
Total Tax Savings	£165,250

4. Thus the relative positions regarding capital outlay on Buildings and Plant at March 31, 1965, would be:

	In a Development District		*Elsewhere*	
	£	£	£	£
Expenditure Incurred		700,000		700,000
Less Standard Benefits	107,500			
Tax Savings	307,000		165,250	
		414,500		165,250
Balance found by Company		£285,500 (41%)		£534,750 (76%)

In a Development District, therefore, the Government would be contributing Standard Benefits which, together with first-year tax allowances, would cover some 59 per cent. of the cost of buildings, plant and machinery as compared with only a tax saving of 24 per cent. elsewhere. Moreover, if the project were in a Development District, the company might be able to borrow from the Board of Trade some of the funds required for working capital and for the balance of the cost of the plant.

(Note: The company might also be eligible for BOTAC grants, which, in general, are intended to equalize the positions of projects in and outside Development Districts by offsetting any exceptional costs arising from the choice of a Development District.)

5. The difference between the balances to be found would be progressively reduced in subsequent years because no further tax allowances on plant would accrue in respect of the Development District project. However, in the case of the latter, the company would have had the advantage of the use over the intervening years of the capital released by the earlier granting of tax allowances as a result of Free Depreciation and by the Standard Benefits.

6. If the tax savings resulting from allowances in subsequent years were discounted to their value at March 31, 1965, on the basis of, say, a 6 per cent. interest rate, the positions at that date so far as buildings and plant were concerned could be compared as follows:

	£	£	£
In a Development District			
Expenditure Incurred		700,000	
Less Standard Benefits and first-year tax savings, as above	414,500		
Discounted value of future tax savings	49,500	464,000	236,000
Elsewhere			
Expenditure Incurred		700,000	
Less first-year tax savings, as above	165,250		
Discounted value of future tax savings	198,250	363,500	336,500
Balance in favour of Development District, equivalent to 14% of expenditure on Buildings and Plant			£100,500

7. For the purpose of this example, it has been assumed that:

(a) The project is an industrial scheme involving a substantial existing business (say, in the Midlands) which is already earning profits sufficient to enable it to use in one year all the tax allowances available under Free Depreciation and that the whole amount of the eligible expenditure is claimed for tax purposes in the first year.

(b) That all the Buildings and Plant are eligible for Standard Benefits, that all the plant qualifies for Free Depreciation (in practice some part would probably be movable plant which would not qualify), that all the Buildings are Industrial Buildings, and that the rate of Annual Allowance on all the Plant is 15 per cent.

Commercial Travellers' Contribution to Exports

—Mr. Alan Green

'THE SMOOTH operation of any developed economy would be very badly impaired without commercial travellers,' said Mr. Alan Green, Minister of State, Board of Trade, when he spoke at the annual dinner of the Royal Commercial Travellers' Schools in London on April 5.

The Minister, continuing, said: 'Some serve consumers directly but the greater importance lies in the services to shops, commercial undertakings and industry of all kinds. The commercial traveller is doing much more than seeking a direct sale there and then. He is learning what his customer needs now and, if he is good at his job, what his customer is going to need tomorrow.'

Good commercial travellers, he added, were frontrunners in Britain's export drive. They had to be physically and mentally tough, if they were to succeed: 'I know, I've been one myself.'

Custodian of Enemy Property for England

THE BOARD OF TRADE have appointed Mr. James Herbert Baillie to be Custodian of Enemy Property for England as from April 11 in the place of Mr. D. J. Hardy who is retiring from the public service.

The Important Topic of Efficiency

—Lord Derwent

'THERE ARE ABOUT half a million people in this country occupying managerial posts – I think only a small fraction have received any specialized training in management skills or are members of any management organization. If British industry is to reach and hold the position in the world of which it is potentially capable then we have got to improve on this.' This was said by Lord Derwent, Minister of State, Board of Trade, when he spoke at the annual dinner of the British Junior Chambers of Commerce in London on April 4.

Lord Derwent said that some hard thinking on the vitally important topic of efficiency was never a waste of time. If he asked someone to name the single factor which operated most strongly towards the achievement of this objective, he thought that a case could be made for giving the answer 'good management.' Other aids to industrial efficiency showed their effect over the comparatively long term – investment, research, better training of labour and so on. Only management could make an immediate contribution to increasing productivity from the resources already to hand, and indeed without good management all the other roads to higher productivity were completely blocked.

Continuing, the Minister said: 'Modern industry and commerce, like modern life generally, becomes ever more complex. It is, surely, only reasonable to master and make use of the techniques and short cuts that have been proved by experience to cut out waste and increase profits. "Science" provides the facts – it remains for the manager, as an administrator, to decide to what decisions those facts should lead. May I suggest that this distinction is brought out very aptly by a subject that is at the moment of considerable topical interest? I refer to the question of railway re-shaping. Dr. Beeching's job was to adopt a strictly scientific approach to a given problem, and to examine dispassionately how the existing railway system should be adapted if it is to operate economically and efficiently. The Government, in giving him this job, had not reached any prior conclusion that every single uneconomic activity should be ruthlessly pruned. There may be very good social reasons for keeping certain uneconomic activities in being. But Dr. Beeching's great work has produced the facts on which a sober calculation of all the factors involved can be based. This, I take it, is an outstanding achievement of scientific management.'

He said he was not suggesting that we were all potential Dr. Beechings. But at whatever level it might be, we just could not afford to neglect the science or the art of management. Enterprises today needed good management all along the line. We could and did produce articles of outstanding quality, and succeeded in selling them throughout the world. Good products deserved good treatment to the point where they got into the consumer's hands. All the good work at the production end was jeopardized if the man who did the marketing fell down on his job. 'Efficiency is just as important in the field of services. Some services have a direct impact on our export achievement – I would instance those offered by banks, agents, and even by the Board of Trade. But even those services where improved efficiency can show itself only in increased satisfaction to the consumer – even these could I am sure take advantage of the stimulus of National Productivity Year to examine themselves. The facilities abound. It is up to firms and managers to see that they are used.'

Over 200 New Jobs for Thornliebank Industrial Estate

THE BOARD OF TRADE and Industrial Estates Management Corporation for Scotland have announced that Electrolite Lamps Ltd., a newly formed company with Canadian interests and associated with Grampian Holdings Ltd., are to occupy a factory of 32,000 square feet at Thornliebank Industrial Estate to manufacture electric light lamp fittings. Over 200 jobs will result, one third being for men. It is expected that production will start very soon.

The managing director of the new company is a Canadian and the decision to take the Thornliebank factory was made on the spot after a tour of Scotland's industrial belt. Some of the specialized plant needed for the factory has already arrived in the country, the balance is on its way from Canada.

First Two Civil Nuclear Power Stations Opened

THE FIRST British civil nuclear power stations at Berkeley, Gloucestershire, and Bradwell, Essex, were opened on April 5 by His Royal Highness The Duke of Edinburgh at Berkeley Station, Sir John Ruggles Brise, Lord Lieutenant of Essex, officiating for the Duke at Bradwell.

A statement issued by the Central Electricity Generating Board at the opening, included the following information:

In 1953, the maximum output capacity of Britain's electrical power system was just over 14,500 megawatts; ten years later in 1963 this has now been doubled to over 31,500 megawatts. During this period £1,350 m. was spent on generating plant quite apart from the industry's investment in transmission and distribution facilities.

Pointing out that electricity generation is essentially a fuel processing industry, the statement observes that by 1975, when the industry's demand for fuel is likely to have risen to 130 million tons of coal-equivalent and may later be increasing, alternative fuels must be available, and while it is reasonable for power stations to burn all the heavy residual oils produced as a by-product in British refineries, it may not be desirable to increase the consumption of heavy oils to the point where their importation from overseas refineries becomes necessary.

On the basis of the estimated demands for fuel therefore, electric power must be generated from nuclear sources by the middle 1970s, and by about this time electricity from nuclear power should compete in cost with electricity generated by burning coal or oil.

Transport charges for nuclear fuels are negligible and the siting of nuclear power stations is not governed by this economic consideration. Amenity considerations are of over-riding importance so the greatest possible care is taken to ensure that power stations and transmission lines are integrated, as far as possible, with their immediate surroundings.

The construction site of the nuclear power station at Bradwell occupies some 75 acres but the final area contained by the station security fence is about a quarter of this. Bradwell has a guaranteed net output of 300,000 kW.

The construction site of Berkeley station which lies on the eastern bank of the Severn Estuary, is roughly midway between Gloucester and Bristol and occupies some 96 acres, the final area being about 43 acres. The station's output is 275,000 kW.

Meetings of the Commonwealth Economic Consultative Council

THE MEETING of the Commonwealth Economic Consultative Council to be attended by Commonwealth Trade Ministers will be held at Marlborough House in London on May 13 and 14. The ministers will exchange views on matters of common concern, including the forthcoming tariff negotiations in the General Agreement on Tariffs and Trade (GATT).

A meeting of the Council, to be attended by Commonwealth senior economic officials, will be held at Marlborough House from May 8 to 10, at which they will discuss general trade and economic subjects, and prepare for the Ministerial meeting.

These meetings will be held under the arrangements for Commonwealth economic consultation agreed upon at the Commonwealth Trade and Economic Conference at Montreal in 1958.

Notes

These are meetings referred to by the Prime Minister in the House of Commons on February 11 in the debate which followed the breakdown of the Brussels negotiations.

The Trade Ministers' meeting will be the first meeting of the CECC devoted primarily to trade questions: previously ministerial meetings of the Council have covered financial and general economic questions also.

This will be the first meeting of the Council at ministerial level to be held in London since 1960; meetings at ministerial level were held in Accra in 1961, and in Washington in 1962 at the time of the annual meeting of the International Monetary Fund and the International Bank for Reconstruction and Development.

A number of Colonial territories, as has been customary in the past, are being invited to be represented at the Marlborough House meetings as well as the independent countries of the Commonwealth.

The ministerial session of the GATT at Geneva is expected to run from May 16 to 21.

Chinese Trade Delegation in the North

THE CHINESE trade delegation, headed by Mr. Lu Hsu-chang, Vice-Minister, on the first official visit of a Minister from the People's Republic of China to Britain at the invitation of H.M. Government, continued their intensive tour of Britain, with particular emphasis on industrial achievements (see *Board of Trade Journal* of April 5 for an account of the first week of their tour).

Following the visit to the ICI installations at Billingham and at Wilton on April 1, the delegation split into two parties. Mr. Lu accompanied by Mr. Hsieh Shou-tien, Managing Director of the China National Metals and Minerals Import and Export Corporation, and Mr. Hsiung Hsiang-hui, the Chinese Chargé d'Affaires in London, continued their journey northwards and spent two days in Scotland (April 2 and 3). Visits were made to the shipyards of Lithgows Ltd. at Port Glasgow and of Fairfield Shipbuilding and Engineering Co. Ltd., Govan. The party saw a variety of ships now being built and the modern prefabrication sheds in which so much ship construction is now carried out. At the Govan yard they also saw marine engines being produced. In the evening they were entertained to dinner by the Export Committee of the Scottish Council, where they met representatives of many sections of Scottish industry.

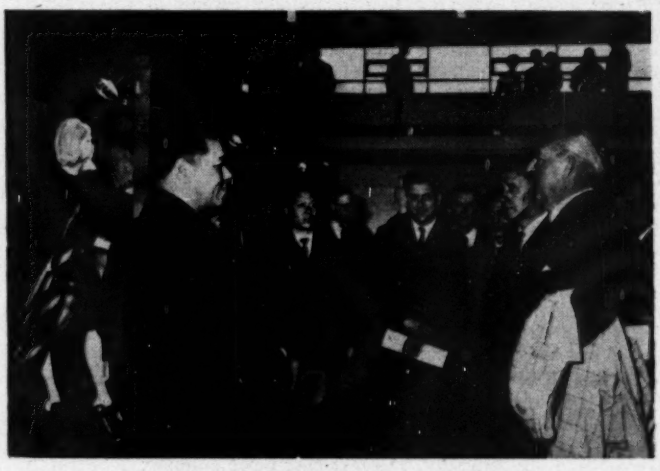
The following day (April 3) they visited the Hillington Industrial Estate. Among the factories visited on the estate were Rolls-Royce Ltd., where they saw the apprentice training school, as well as examples of engines in production. Later in the day they visited the Loch Sloy Hydro Electric Power Station, and in the evening were entertained to dinner by the English Electric Co. Ltd.

While in Scotland Mr. Lu and Mr. Hsieh visited the Trossachs and Loch Lomond and were thus able to see something of the beauty of Scotland. Mr. Lu expressed his pleasure at his visit to Scotland and in the examples he had seen of Scottish industry. He looked forward to an increase in Sino-British trade and to the possibility of Scottish firms developing their exports to his country.

In the meantime, following the visit to Billingham and Wilton on April 1, the other two members of the delegation – Mr. Chen Yang, Deputy Managing Director of the China National Machinery Import and Export Corporation, and Mr. Lu Huan-chang, Professor at the Peking Institute of the Chemical Industry and Chief Engineer (Designs), followed a separate programme. On April 2 they visited the Fibres Division of ICI Ltd. at Harrogate and Power Gas Corporation, part of the Davy Ashmore Group, at Stockton-on-Tees. On April 3 they visited Trafford Park, Manchester, where they toured the machine tool division of David Brown Industries Ltd., and AEI Ltd. At David Brown Industries Ltd. they had talks with senior executives of the firm, which in the past four years have sold nearly £500,000 worth of goods to China.

They rejoined Mr. Lu and his party on April 4, in Coventry. A report on the further activities of this delegation will be published in next week's *Board of Trade Journal*.

In the reference last week to the delegation's visit to Courtauld's Great Coates plant, the figures should read: '50 million lb. of rayon staple' and '30 million lb. of *Courtelle* acrylic fibre'.



Mr. D. S. Rawlinson, Courtaulds Ltd., welcoming the delegates at the firm's Grimsby factory on March 29. Mr. Lu Hsu-chang, leader of the delegation, is on the left.

Photo: *Grimsby Evening Telegraph*

Watching the fully automatic loading device in operation on the new Hydrax V at the Machine Tool Division of David Brown Industries Ltd., are from left to right: Mr. L. Bradburn, Sales Manager; Mr. W. F. Howe, General Manager; Mr. Hsu Chao-hsiang, Commercial Secretary to the Charge d'Affaires; Mr. Chen Yang, Deputy Director of the China National Machinery Import and Export Corporation; Mr. Lu Huan-chang, Professor, at Peking Institute of Chemical Technology.

Imported Wooden Barrels for Packing Pickled Meat and Syrup for Export

THE BOARD OF TRADE give notice that they are considering applications for relief from duty on new assembled wooden barrels imported for packing pickled meat or syrup for export.

Any interested party wishing to support or oppose these applications should do so in writing to the Tariff and Import Policy Division, Board of Trade, Horse Guards Avenue, London, S.W.1, by April 30.

National Industrial Safety Conference

AS PART of its contribution to National Productivity Year, RoSPA has adopted the theme of 'Productivity and Safety' for this year's National Industrial Safety Conference which will be held at The Spa, Scarborough, from May 2 to 5.

Mr. John Hare, Minister of Labour, will give the opening address and will also officially open the trade exhibition of industrial safety appliances in the Spa Café and Ballroom, at which more than 70 exhibitors will display protective clothing and safety equipment of all kinds.

Business and Goodwill Missions from Canada

DURING the latter part of April and the early part of May, Britain will be visited by Business and Goodwill Missions from Nova Scotia, Winnipeg and Vancouver.

The mission from Nova Scotia will arrive on April 22 and depart on May 12 and will comprise some 250 members (inclusive of wives). Interest has been expressed in marine instruments, building supplies, diesel engines and ladies' clothing.

The Winnipeg mission has been organized by the Winnipeg Chamber of Commerce and will cover the period April 26 to May 22. A programme of visits to industrial centres has been arranged by Mr. Armstrong, Agent-General for Manitoba.

The Vancouver mission has been organized by the Vancouver Board of Trade. The tour will last from April 28 until May 18. The party will first visit the Continent, returning at the end for a few days in Scotland followed by a few days in London.

British firms interested in obtaining further information about the business interests of members of these missions and opportunities to get in touch with them during their stay in this country should write as follows:

for the Halifax Mission: Mr. H. Watson-Jamer, Agent-General, Canadian Atlantic Provinces Office, 60 Trafalgar Square, London, W.C.2. (Tel. Whitehall 8717)

for the Winnipeg Mission: Mr. R. M. Armstrong, Agent-General, Province of Manitoba, Bucklersbury House, London, E.C.4. (Tel. City 2855)

for the Vancouver Mission: Mr. H. F. E. Smith, office of the Agent-General, Province of British Colombia, 1 Regent Street, London, S.W.1. (Tel. Whitehall 6857).

Trade Mission to the Gulf States

THE London Chamber of Commerce Trade Mission to the Gulf States arrived at London Airport on April 6 after spending over three weeks in the Middle East. During their stay, the Mission visited Kuwait, Bahrain, Dubai, Abu Dhabi and Doha (Qatar) as well as Dhahran in Saudi Arabia.

The Mission, led by Mr. M. Kewley, Chairman of the Chamber's Middle East Section, have been exploring the possibilities of extending the sales of British products in this area and increasing a better understanding at commercial and industrial levels.

As well as holding talks with the leading businessmen, bankers and merchants, the Mission also had the opportunity to inspect modern developments and installations throughout the Gulf and it is intended to publish a report indicating the possibilities which are open to British industry and commerce.

Trade Mission to Russia

THE COMPOSITION of the Trade Mission which the Birmingham and London Chambers of Commerce are sending to the Soviet Union in May has now been announced. The mission will be led by Lord Ebbisham, Immediate Past President of the London Chamber of Commerce. The other members will be:

Mr. J. B. Scott: Chairman of the Russian Section, London Chamber of Commerce, Managing Director, Black-Clawson International Ltd.
Mr. G. F. S. Shipway: Chairman of the Russian Section, Birmingham Chamber of Commerce, Joseph Lucas (Industries) Ltd.
Mr. Vere A. Arnold: Chairman, Ross T. Smyth & Co. Ltd.
Mr. Val. B. Arnott: Chairman, Pharaoh Gane & Co. Ltd.
Mr. A. H. Bruce: Chairman, The Inveresk Paper Co. Ltd.
Mr. A. H. Cave: Director, Biddle Sawyer & Co. Ltd.
Mr. Norman Fox: W. & T. Avery Ltd.
Mr. W. S. Hindson: Managing Director, Wellman Smith Owen Engineering Corporation Ltd.
Mr. A. E. Hopper: Export Manager, Albion Motors Ltd.
Mr. W. G. Hunt: Director, Asquith Machine Tool Corporation Ltd.
Lord Macpherson of Drumochter: Chairman, Macpherson Train & Co. Ltd.
Mr. Alec H. Mortimer: Commercial Director, British Iron and Steel Federation.
Mr. E. Price: Deputy Chairman, Fisher & Ludlow Ltd.
Mr. Leopold de Rothschild: Partner, N. M. Rothschild & Sons.
Mr. C. W. Sharp: Managing Director, Conveyancer Fork Lift Trucks Ltd.
Mr. H. G. Sturgeon: Managing Director, Churchill Machine Tool Co. Ltd.
Sir Edward Thompson: Chairman and Joint Managing Director, John Thompson Ltd.
Mr. Ralph A. Turton: Managing Director, Cookson Produce & Chemical Co. Ltd.
Mr. R. Wonfor: Director, Vickers Armstrongs (Engineers) Ltd.
Mr. J. W. R. Woodroffe: Managing Director, Hambros Bank Ltd.
A representative of M. Golodetz.
Mr. A. R. B. Hore: Assistant Secretary, London Chamber of Commerce.
Mr. J. K. Warburton: Assistant Secretary, Birmingham Chamber of Commerce.

Further information can be obtained from the London Chamber of Commerce, 69 Cannon Street, London, E.C.4.

Rubber Stockpile Disposals

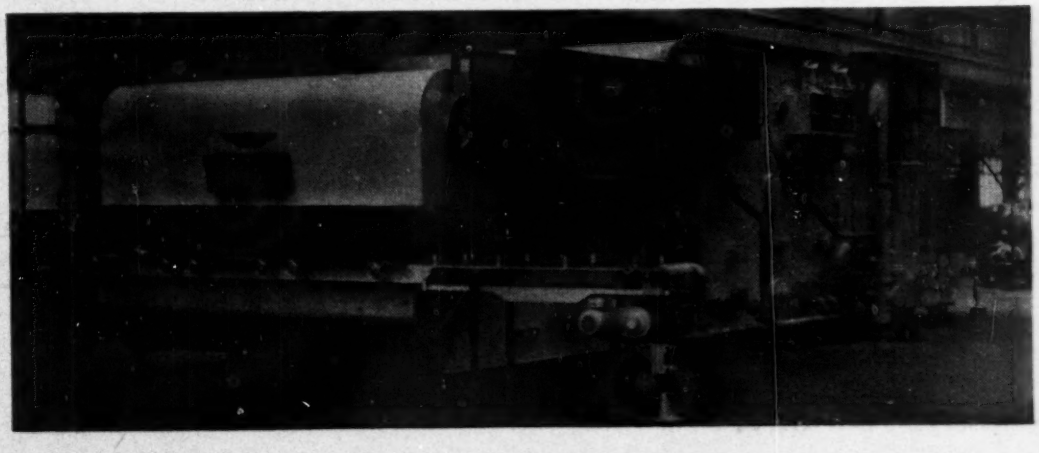
THE AVERAGE market price in March having been less than 23½ pence a pound, 700 tons of rubber from the Board of Trade's stockpile has been sold for delivery as follows:

April	20
May	305
June	100
July	275

With the closing down of most of the Board of Trade's rubber depots it has been possible to recalculate the stock remaining for disposal. This is now approximately 10,000 tons.

BOTTLING PLANT FOR SPAIN

Barry-Wehmiller Machinery Co. Ltd., London, have installed a large amount of equipment in the El Aguila Brewery in Madrid. Over the past few years the firm has installed no less than three bottling lines capable of handling 30,000 bottles per hour each and have now even broken this record and have installed the first of three which will handle no less than 50,000 bottles per hour each. These bottling lines, believed to be the largest in Europe, when in full production will be capable of handling a quarter of a million bottles per hour.



Merchanting Transactions in Strategic Goods

THE BOARD OF TRADE on April 3 laid before Parliament the Strategic Goods (Control) (Amendment) Order, 1963. The Order reflects changes resulting from amendments to the list of goods subject to embargo for the Soviet bloc and China, the revised list of which appeared in the *Board of Trade Journal* on September 28, 1962, as amended on October 26, 1962.

The main changes in the control are:—

1. Control is removed from certain types of picric acid, certain ferro-molybdenum, nickel raw materials, forging hammers, jig grinding machines and jig boring machines.
2. The scope of control is reduced in the case of synchronous motors, electronic measuring, testing and calibrating instruments, certain types of valves, modular insulating panels, measuring, calibrating, counting and time interval measuring apparatus, radio relay communications equipment, radio spectrum analyzers, recording and reproducing equipment, certain semi-conductor diodes, telegraph apparatus, low frequency and switching type transistors, boron compounds and mixtures, certain iron and steel alloys, magnetic materials, nickel alloys and tungsten wire.
3. Control is imposed on certain lithium alloys, semi-conductor Hall field probes, certain electro-chemical semi-conductor and radio-active devices, certain gravity meters, gallium compounds, indium compounds, niobium (columbium) compounds, gallium and alloys and amalgams containing any percentage of gallium, certain forms of tungsten and tungsten alloys, plant for the production of solid propellants, electron beam welding and machining equipment and electric arc devices. The scope of control is extended in the case of tritium, altimeters, compasses and gyroscopes, magnetometers, photo-electric cells, photomultiplier tubes, tunnel diodes, cables, gas liquefying equipment, equipment designed for the manufacture of semi-conductor materials, presses and fluoro carbon compounds.
4. The descriptions of goods to which control applies have been amended in the case of mass spectrographs and mass spectrometers, amplifiers, communication, detection and tracking equipment, computers, electro-magnetic waveguides, cathode-ray oscilloscopes, equipment designed to provide secrecy facilities in communication circuits, ferritic materials, communications transmission equipment, electronic closed loop feed-back controls and machines designed for such controls, dielectric materials and synthetic lubricating oils and greases.

The Order comes into effect on April 19, 1963.

Copies of the Strategic Goods (Control) (Amendment) Order, 1963 (S.I. 1963 No. 640) can be obtained from H.M. Stationery Office, Kingsway, London, W.C.2. and branches, price 1s. 3d. (by post 1s. 5½d.) Inquiries about the Order should be addressed to Export Licensing Branch, Board of Trade, Gavrelle House, Bunhill Row, London, E.C.1. (Tel. Monarch 4071).

Note: The Strategic Goods (Control) Order, 1961 (S.I. 1961, No. 2242) is the principal Order and prohibits the disposal of specified goods situated outside the United Kingdom to the Sino Soviet bloc.

The control on merchanting transactions was first imposed on January 7, 1955 and is complementary to the export embargo, which relates to goods situated in and exported from this country. The goods covered by this control are substantially those included in the embargo list published in the *Board of Trade Journal* on September 28, as amended on October 26, 1962.

Temporary Exemption of Duty on Carrots and Cabbages

THE TREASURY have made the Import Duties (Temporary Exemptions) (No. 4) Order, 1963, which provides that exemption from import duty shall be continued on carrots until May 1 and in respect of cabbages until April 22.

The Order came into operation on April 7, and has been published as Statutory Instruments 1963, No. 753.

Copies may be obtained from H.M. Stationery Office.

Temporary Exemption from Duty of Chloromethane

THE TREASURY have made the Import Duties (Temporary Exemptions) (No. 3) Order, 1963, which provides for the temporary exemption from import duty of chloromethane until July 3, 1963.

The Order came into operation on April 6 and has been published as Statutory Instruments 1963, No. 735. Copies may be obtained direct from H.M. Stationery Office.

Applications for Temporary Exemption from Import Duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Letters, giving the respective reference shown below, should be addressed to Tariff and Import Policy Division, Board of Trade, Horse Guards Avenue, London, S.W.1, preferably through a Trade Association, and should be received by April 26.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
28.04	Tellurium . . .	Tellurium . . .	December 31, 1963	6156
29.15	Trioctyl benzene - 1 : 2 : 4-tricarboxylate, mixed isomers	Trioctyl trimellitate . .	December 31, 1963	6140
29.31	Thiosemicarbazide . .	Thiosemicarbazide . .	December 31, 1963	6162
29.35	2 - Methylamino - 4 - methylthio - 6 - *iso*propylamino*sym*triazine	2 - Methylmercapto - 4 - methylamino - 6 - isopropylamino - s - triazine	December 31, 1963	6109
73.22	Cylindrical steel storage containers of a kind used for agricultural purposes, coated with glass internally and externally and incorporating a collapsible bag pressure adjusting system	Tower silo . . .	December 31, 1963	7232

Prevention of Fraud (Investments) Act, 1958

THE 1963 edition of the annual publication* containing particulars of persons and firms authorized to carry on the business of dealing in securities as at January 31 has now been issued by the Board of Trade. It contains the names and addresses of holders of principal's licences, of members of stock exchanges and of associations of dealers in securities which are recognized by the Board, and of exempted dealers. Particulars of unit trusts schemes authorized by the Board are also included.

* 'Particulars of Dealers in Securities and of Unit Trusts under the Prevention of Fraud (Investments) Act, 1958.' Copies from H.M. Stationery Office, Kingsway, London, W.C.2, and branches 3s. 6d., by post 3s. 10d.

Dealers in Securities

THE FOLLOWING changes have taken place since January 31 in the lists of Licensed Dealers in Securities and Exempted Dealers in Securities under Sections 3 and 16 of the Prevention of Fraud (Investments) Act, 1958. These particulars should therefore be amended accordingly in the publication referred to above.

Insert:

Licensed Dealers

Unit Assurance Company Ltd.,
Moor House,
London Wall,
London E.C.2.

Insert:

Exempted Dealers

First National City Bank,
117 Old Broad Street,
London, E.C.2.

Gold Reserves in March

THE GOLD and convertible currency reserves rose by £6 million to stand at £1,005 million on March 30.

Marking of Imported Ball Bearings

THE BOARD OF TRADE announce that in pursuance of the powers conferred on them by Section 3 of the Merchandise Marks Act, 1926, they have given a Direction, namely, the Merchandise Marks (Imported Goods) No. 4 Order, 1928 (Provisional Exemption) Direction 1963, in regard to the Merchandise Marks (Imported Goods) No. 4 Order, 1928, as amended.

The Direction exempts imported ball bearings with a single split through the outer race at right angles to the path of the balls from having to bear an indication of origin as prescribed by the Order, and permits the indication to be printed or stamped on the wrapper or container in which the bearings are imported, sold or exposed for sale, as the case may be. Copies of the Direction (S.I. 1963 No. 680) can be obtained from H.M. Stationery Office. Price 3d. (by post 5½d.).

The Direction affords temporary relief only. The question whether this relief should be continued by an amendment to the Order in question is being referred to the Standing Committee appointed by the Board under Section 4 of the Act. Any person desiring to make representations to the Committee on this matter should communicate not later than May 31, 1963, with the Secretary, Merchandise Marks Committee, Board of Trade, Room 1103, Horse Guards Avenue, London, S.W.1. (Tel. Trafalgar 8855, Ext. 2264).

Pottery Exports To West Germany

Dear Sir,

I was interested to read the article in your March 22 issue by Dr. Ing. Ernst Rosenthal on exporting pottery to Germany.

Dr. Rosenthal fails to point out two vital facts however. British import duty on German tableware of all kinds is 25s. per hundredweight. This is a nominal amount and when converted to an *ad valorem* figure adds only 3 per cent.–6 per cent. to the wholesale price of the ware. West Germany, however, imposes an *ad valorem* duty on tableware imported from Britain of 15 per cent. on the wholesale price. This will increase to something like 24 per cent. as Germany approaches the agreed Common Market tariff. Added to this the German retailer requires more than twice the mark-up of his British counterpart.

It is small wonder therefore that some British manufacturers have been deterred from the German market. Those who have faced the difficulties have not gone unrewarded however. Last year my firm exhibited at the Hanover Fair for the first time, where our stand created something of a sensation, not least by being the first in the Fair to be designed on the 'open ' pattern. This, coupled with an aggressive sales policy and a little carefully placed and designed advertising, resulted in an increase of 25 per cent. in our sales to Germany last year.

Yours faithfully,

JOSIAH WEDGWOOD AND SONS LIMITED,

Arthur Bryan,
Managing Director.

To the Editor *Board of Trade Journal.*

Purchase Tax on Electric Light Fittings

FOLLOWING consultations with the Electric Light Fittings Association the Commissioners of Customs and Excise have reviewed the liability to Purchase Tax of certain lighting fittings.

Accessories

Lighting fitting accessories sold separately are not chargeable unless they constitute a chargeable fitting in themselves, e.g. galleries which are (a) complete with hooks or loops or (b) combined with a ceiling plate or (c) designed for fixing direct to the ceiling. Accessories sold together in association to comprise a complete or substantially complete fitting of a kind used for domestic or office lighting are chargeable.

High Wattage Fittings

(1) Lighting fittings designed and equipped for lamps of a total nominal wattage of not less than 1,000 watts are accepted as not chargeable with tax. For this purpose any wattage contributed by fluorescent or other discharge lamps should be multiplied by 2½. This arrangement applies to individual fittings and not to fittings linked together to form a continuous run.

(2) Provided they do not fall within a non-chargeable category specified in the following paragraphs, fittings below the 1,000 watt limit are *prima facie* chargeable.

Fluorescent Lighting Fittings

(1) Non-chargeable fittings:

(a) Fittings having plain unfigured side screens of glass or plastic which are open at the ends and do not enclose the lamp.

(b) Fittings, without decorative features, having plain clear screens of glass or plastic, whether the lamp is enclosed or not.

(c) Fittings, without decorative features, having opaque side screens.

(d) Plain industrial trough reflectors.

(2) Chargeable fittings:

(e) Fittings with translucent side screens and closed ends.

(f) Fittings, with or without closed ends, having translucent or clear side screens which are ribbed, hammered, figures, fluted or decorated.

(g) Fittings with translucent side screens which enclose the lamp.

(h) Kitchen lights and flex suspension fittings.

(3) Louvres:

These are chargeable in all circumstances whether supplied separately or as part of a fitting (whether taxable or not). The only exceptions are plain louvres sold as part of trough reflectors of industrial kinds, or as part of non-chargeable laylights.

(4) Diffusers:

These are chargeable in all circumstances whether supplied separately or with a fitting. Where a diffuser is supplied as part of a fitting the entity generally incurs liability to tax.

Recessed Fittings

Fittings designed to recess partly or wholly into the ceiling, etc., and any attachments supplied with them are chargeable (subject to the high wattage limit) save as follows:

Fittings whose area in plan of the luminous opening does not exceed 144 square inches, regardless of shape.

Laylights

These fittings are a combination of a glazed area which admits natural daylight and a system of ancillary artificial lighting. Such laylights (whether decorative or plain and whether glazed or louvred) if designed to be built into and form part of the ceiling, and having a superficial area of not less than 21 square feet for the complete laylight, are not chargeable.

Note:

(a) Suspended 'laylights' and 'box' fittings (which are not true laylights but are artificial lighting fittings) are subject to the high wattage limit, chargeable.

(b) Fittings attached to the underside of laylights as boxes, ceiling fittings or pendants are chargeable whether the laylight itself is chargeable or not.

Spare Glassware, Shades, Reflectors, etc.

(a) Non-chargeable:

Spare glassware, etc. (plain, clear and prismatic) for non-chargeable fittings.

(b) Chargeable:

(i) Spare glassware, etc., for chargeable fittings.

(ii) Spare opal glassware and other glassware, etc., of kinds used for both chargeable and non-chargeable fittings.

The Economy—Selected Indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1957 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1957	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £ m.	20,029	—	16,029	15,271	15,271	7,637	3,493	922	699	591	1,205				
1958	100	100	100	100	100	101	100	100	100	100	100	+ 99	+ 36	+14	+16
1959	103	105	106	105	104	105	108	94	114	113	109	+173	+ 73	+15	+48
1960	108	112	114	110	108	108	118	110	124	129	114	+590	+520	+48	+35
1961	111	114	121	115	110	111	128	130	132	136	122	+292	+230	+36	+ 5
1962	111	115	126	120	112	111	126	115	124	139	127	+ 99	+ 42	— 4	+39
1961															
3rd Quarter	112	115	122	116	110	111	133	135	139	139	126	+ 29	+ 53	— 8	—24
4th Quarter	111	113	123	116	110	111	127	130	128	139	118	+ 54	+ 64	— 1	—11
1962															
1st Quarter	109	113	124	117	110	111	125	122	118	135	127	— 19	— 32	—16	+32
2nd Quarter	112	116	125	121	112	110	128	120	129	141	127	+ 39	+ 32	—10	—12
3rd Quarter	111	117	126	121	112	112	127	111	131	146	126	+ 66	+ 34	+20	Nil
4th Quarter	110	114	128	122	113	112	122	106	116	134	129	+ 13	+ 8	+ 2	+19
1962															
August	..	117	..	..	..	113	..	..	..	..	..	..	..	..	..
September	..	117	..	..	..	113	..	..	..	..	..	..	..	..	..
October	..	115	..	..	..	111	..	..	..	..	..	..	..	..	..
November	..	115	..	..	..	113	..	..	..	..	..	..	..	..	..
December	..	111	..	..	..	112	..	..	..	..	..	..	..	..	..
1963															
January	..	105*	..	..	..	112	..	..	..	..	..	..	..	..	..
February	..		..	..	..	111	..	..	..	..	..	..	..	..	..

	ORDERS		PRICES AND COSTS				LABOUR					IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand†	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school-leavers			Unfilled vacancies for adults				
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average†	Change from previous period†	Normal seasonal change	Mid-month or monthly average†	Change from previous period†	Normal seasonal change	at current prices		
	at 1958 prices														
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January, 1963)		1954	1954	Jan. 31, 1956	series shown in thousands						1958	1958	series shown in £ million
Value in base year, £ m.	..	..	—		—	—	—							3,748	3,176	
1958	100	..	109·0	+3·0	102·8	113·4	114·3	402	+113	..	136	—49	..	100	100	+329
1959	101	135	109·6	+0·6	103·4	114·3	117·4	433	+ 31	..	157	+21	..	106	105	+114
1960	117	136	110·7	+1·0	104·5	116·0	122·5	337	— 96	..	212	+55	..	121	112	—308
1961	120	104	114·5	+3·4	104·4	119·1	130·3	305	— 32	..	213	+ 1	..	117	116	— 72
1962	114*	100*	119·3	+4·2	103·0*	120·6*	136·2	419	+114	..	149	—64	..	120	119	+ 67
1961																
3rd Quarter	124	107	115·3	+4·2	104·6	119·4	130·7	262	— 20	—34	236	— 5	+ 7	115	117	+ 12
4th Quarter	120	104	116·6	+4·3	103·4	119·6	132·3	339	+ 77	+49	175	—61	—32	115	115	— 1
1962																
1st Quarter	121	98	117·7	+4·7	104·0	120·2	133·7	408	+ 69	+42	150	—25	— 7	117	116	+ 19
2nd Quarter	120	99	120·2	+5·6	103·3	120·3	135·6	387	— 21	—57	172	+22	+32	120	121	+ 31
3rd Quarter	119	92	119·7	+3·8	102·2	120·8	137·3	390	+ 3	—34	156	—16	+ 7	123	121	— 19
4th Quarter	114*	100*	119·6	+2·6	102·5*	121·1*	138·3	491	+101	+49	120	—36	—32	120	120	+ 36
1963																
1st Quarter								627	+136	—58	113	— 7	+33			
1962																
August	119	93	119·4	+3·2	102·0	120·8	137·3	392	+ 21	+ 9	154	—13	— 8	124	117	..
September	119	92	119·3	+3·3	101·9	121·1	137·5	407	+ 15	+13	147	— 7	— 8	120	123	..
October	118*	98*	119·1	+2·9	102·1	121·1	137·6	456	+ 49	+26	131	—16	—11	124	127	..
November	116*	101*	119·6	+2·3	102·6	121·1	138·5	497	+ 41	+18	118	—13	—14	118	115	..
December	114*	100*	120·2	+2·6	102·9*	121·0*	138·8	520	+ 23	— 1	110	— 8	—12	117	119	..
1963																
January	115*	100*	120·7	+2·7	103·6*	121·0*	139·1	605	+ 85	+41	108	— 2	— 1	116	117	..
February			121·7	+3·5	103·6*	121·0*	139·4	647	+ 42	+ 2	110	+ 2	+ 6	122	121	..
March								628	— 19	—19	122	+12	+10			..

†NOT seasonally adjusted. *Provisional.

Fall in Industry's Capital Expenditure in 1962 Confirmed

FINAL ESTIMATES for the fourth quarter of 1962 show that the volume of capital expenditure by the manufacturing, distributive and service industries, seasonally adjusted at average 1958 prices, was about 8 per cent. lower than in the previous quarter. This decline is slightly less marked than that estimated (10 per cent.) at the provisional stage one month ago, and took place in the capital expenditure both of the manufacturing and of the distributive and service industries.

In the year 1962 as a whole the volume of capital expenditure (at 1958 prices) of the manufacturing, distributive and service industries, was approximately 9 per cent. lower than in the year 1961, reflecting falls of about 11 per cent. and about 6 per cent. in manufacturing expenditure and in the expenditure of the distributive and service industries respectively. Despite this fall from the peak expenditure level of 1961, the volume of industry's capital expenditure remained, in 1962, higher than it had been in 1960 – when expenditure was considerably above the level of previous years.

Manufacturing Industry

Final estimates for the expenditure of manufacturing industry, at current prices, during the fourth quarter of 1962, showed that it was approximately £283 million, or 15 per cent. lower than in the same quarter of 1961. This figure is some £6 million higher than that estimated at the provisional stage one month ago. Expenditure on building work was down 17 per cent. and expenditure on plant and machinery was down 14 per cent., at current prices, compared with the figures for the same period of the previous year. The adjustment made on account of seasonal factors in the fourth quarter is quite considerable; after this adjustment has been made the volume of capital expenditure (at 1958 prices) fell by approximately £11 million or by about 4 per cent. from the level of expenditure in the third quarter of 1962.

The detailed industry figures in Table 3 show that the bulk of the fall in expenditure in the fourth quarter was in the engineering group of industries, with not inconsiderable reductions in the expenditure of nearly all the other published groupings (as compared with their expenditure in the same period a year earlier).

For the year 1962 as a whole, capital expenditure by manufacturing industry is estimated at £1,126 million, at current prices, or 9 per cent. less than in 1961, with expenditure on new building work down 4 per cent. and expenditure on plant and machinery down 11 per cent. Expenditure on vehicles, which is a much smaller figure, declined by 13 per cent. The volume of manufacturing capital expenditure (at 1958 prices) over the whole year 1962 is now estimated at £1,059 million, a fall of 11 per cent. on the previous year. Although manufacturing capital expenditure in 1962 thus fell well below the peak level it had attained in 1961, it nevertheless remained significantly higher than in 1960 – which was itself a year of heavy expenditure. Over the year as a whole there was a fall in the expenditure of every industry group for which separate figures appear in these tables, with the engineering and the metals (primarily the iron and steel) groups of industries accounting for about one-third and one-quarter, respectively, of the total fall. There was also a substantial reduction in the expenditure of the textiles, leather and clothing group of industries.

Distributive and Service Industries

Final estimates of the volume (at 1958 prices) of fixed capital expenditure by the distributive and service industries show a fall of 11 per cent. in the fourth quarter of 1962 compared with the previous quarter, after allowance has been made for seasonal factors. The revised figure of £203 million is slightly higher than that shown at the provisional stage. So far as can be judged from the seasonally adjusted figures, most of the fall of £26 million occurred in new building work. At 1958 prices, not seasonally adjusted, expenditure on all three types of asset fell compared with the fourth quarter of 1961. The industry analysis in Table 4 which is at current prices shows decreases in expenditure by the shipping and other industries compared with the same quarter of 1961.

Table 1. Industry's Fixed Capital Expenditure at 1958 Prices Seasonally Adjusted (a)

£ million

Period	Manufacturing Industry (b)	Distributive and Service Industries (c)	Total
1957	961	653	1,614
1958	922	699	1,621
1959	870	795	1,665
1960	1,016	869	1,885
1961	1,195	923	2,118
1962	1,059	864	1,923
1957 1st quarter	247	159	406
2nd quarter	243	160	403
3rd quarter	238	172	410
4th quarter	233	162	395
1958 1st quarter	232	179	411
2nd quarter	232	169	401
3rd quarter	233	175	408
4th quarter	225	176	401
1959 1st quarter	213	172	385
2nd quarter	215	210	425
3rd quarter	214	196	410
4th quarter	228	217	445
1960 1st quarter	236	215	451
2nd quarter	244	222	466
3rd quarter	263	216	479
4th quarter	273	216	489
1961 1st quarter	282	229	511
2nd quarter	303	227	530
3rd quarter	311	243	554
4th quarter	299	224	523
1962 1st quarter	281	207	488
2nd quarter	277	225	502
3rd quarter	256	229	485
4th quarter	245	203	448

The total of manufacturing industry and of the distributive and service industries covers a wide sector of the economy, accounting – after exclusion of dwellings – for 56 per cent. of total capital expenditure in 1960. The total comprises most industries and services outside agriculture, forestry and fishing, coal mining, public utilities, the public transport corporations and public administration. The excluded parts are, except for agriculture, very largely in the public sector of the economy and though some public expenditure is included, it is small; the figures are therefore very largely representative of the trend of expenditure by private industry and business.

For other footnotes, see end of article.

For 1962 as a whole, the volume of expenditure by this group of industries (at 1958 prices) fell by 6 per cent., with a particularly heavy fall in expenditure on vehicles, about two-thirds of which was due to a fall in expenditure on ships by the shipping industry. Expenditure on new building work was 4 per cent. higher than in the previous year, while expenditure on plant and machinery showed a slight fall. The industry analysis in Table 4 shows that total expenditure by 'other industries' fell sharply between 1961 and 1962, while that by wholesale and retail distributors taken together showed some increase.

(*Continued on next page*)

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Industry's Capital Expenditure (*Continued*)

Table 2. Fixed Capital Expenditure at Average 1958 Prices, Not Seasonally Adjusted, Showing Percentage Changes Compared with Corresponding Periods a Year Earlier (a)

Period	Manufacturing Industry (b)							
	Building work		Vehicles		Plant and machinery		Total	
	£ million	% Change	£ million	% Change	£ million	% Change	£ million	% Change
1957	272·6	N/C	45·4	— 8	643·0	+ 6	961·0	+ 4
1958	246·9	— 9	52·4	+15	622·6	— 3	921·9	— 4
1959	223·5	— 9	56·9	+ 9	590·0	— 5	870·4	— 6
1960	263·7	+18	75·3	+32	677·4	+15	1,016·4	+17
1961	318·1	+21	71·8	— 5	805·3	+19	1,195·2	+18
1962	282·4	— 8	61·5	—14	704·6	—13	1,058·5	—11
1958 1st quarter	56·0	—18	13·1	+54	152·4	— 4	221·5	— 6
2nd quarter	63·6	— 2	13·9	+21	149·4	— 8	226·9	— 5
3rd quarter	60·7	— 9	12·9	+ 9	156·2	+ 2	229·8	— 1
4th quarter	66·6	— 8	12·5	— 8	164·6	— 2	243·7	— 4
1959 1st quarter	49·1	—12	13·6	+ 4	139·9	— 8	202·6	— 9
2nd quarter	51·1	—20	15·2	+ 9	143·0	— 4	209·3	— 8
3rd quarter	53·0	—13	13·0	+ 1	147·3	— 6	213·3	— 7
4th quarter	70·3	+ 5	15·1	+21	159·8	— 3	245·2	+ 1
1960 1st quarter	56·1	+14	17·0	+25	150·9	+ 8	224·0	+11
2nd quarter	60·0	+17	20·2	+33	156·3	+ 9	236·5	+13
3rd quarter	71·0	+34	18·3	+41	178·3	+21	267·6	+25
4th quarter	76·6	+ 9	19·8	+31	191·9	+20	288·3	+18
1961 1st quarter	65·9	+17	18·7	+10	183·0	+21	267·6	+19
2nd quarter	77·7	+30	20·5	+ 1	195·5	+25	293·7	+24
3rd quarter	83·1	+17	17·5	— 4	217·4	+22	318·0	+19
4th quarter	91·4	+19	15·1	—24	209·4	+ 9	315·9	+10
1962 1st quarter	71·4	+ 8	16·4	—12	179·5	— 2	267·3	N/C
2nd quarter	75·1	— 3	15·9	—22	177·8	— 9	268·8	— 8
3rd quarter	74·3	—11	14·8	—15	170·8	—21	259·9	—18
4th quarter	71·6	—22	14·4	— 5	176·5	—16	262·5	—17

Period	Distributive and Service Industries (c)							
	Building work		Vehicles		Plant and machinery		Total	
	£ million	% Change	£ million	% Change	£ million	% Change	£ million	% Change
1957	192	+ 3	306	+ 7	155	+15	653	+ 7
1958	202	+ 5	326	+ 6	171	+10	699	+ 7
1959	234	+16	364	+12	197	+15	795	+14
1960	266	+14	394	+ 8	209	+ 6	869	+ 9
1961	316	+19	373	— 5	234	+12	923	+ 6
1962	328	+ 4	307	—18	229	— 2	864	— 6
1958 1st quarter	52	N/C	84	+16	46	+20	182	+12
2nd quarter	46	+ 2	77	+ 5	38	+19	161	+ 5
3rd quarter	50	+ 7	76	— 3	39	+ 2	165	+ 1
4th quarter	54	+16	89	+ 8	48	+ 3	191	+ 9
1959 1st quarter	55	+ 5	75	—11	45	— 2	175	— 4
2nd quarter	57	+24	97	+25	48	+27	202	+25
3rd quarter	55	+12	81	+ 8	47	+22	183	+12
4th quarter	67	+23	111	+25	57	+20	235	+23
1960 1st quarter	69	+25	97	+29	50	+11	217	+24
2nd quarter	66	+16	100	+ 3	49	+ 3	214	+ 6
3rd quarter	60	+ 9	90	+11	52	+ 9	201	+10
4th quarter	71	+ 7	107	— 4	58	+ 2	237	+ 1
1961 1st quarter	74	+ 7	99	+ 2	58	+16	231	+ 5
2nd quarter	78	+18	88	—12	55	+12	221	+ 2
3rd quarter	78	+30	94	+ 4	57	+10	229	+12
4th quarter	86	+21	92	—14	64	+10	242	+ 1
1962 1st quarter	79	+ 7	74	—25	56	— 3	209	—10
2nd quarter	80	+ 3	81	— 8	57	+ 4	218	— 1
3rd quarter	88	+13	71	—25	56	N/C	215	— 6
4th quarter	81	— 6	81	—12	60	— 6	222	— 8

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Industry's Capital Expenditure (*Continued*)

Table 3. Fixed Capital Expenditure in Manufacturing Industry at Current Prices (a) (b)

£ million

Period	Analysis by Industry Group											Analysis by Type of Asset		
	Food, Drink and Tobacco	Chemicals and Allied Industries	Metal Manufacture		Engineering, Shipbuilding and Metal Goods	Vehicles		Textiles, Leather and Clothing	Paper, Printing and Publishing	Other Manufacturing Industries	All Manufacturing Industries			
			Total	Iron and Steel		Total	Motor Vehicles					Building work	Vehicles	Plant and machinery
	Standard Industrial Classification Orders													
	III	IV	V	Part of V	VI, VII and IX	VIII	Part of VIII	X to XII	XV	XIII, XIV and XVI	III to XVI			
1957	107·6	187·6	132·2	108·7	206·6	78·9	50·9	76·7	76·9	64·8	931·3	264·5	44·7	622·1
1958	112·6	197·0	143·5	128·5	204·8	69·8	44·0	63·6	65·2	65·1	921·6	247·0	52·4	622·2
1959	106·0	168·0	129·9	111·7	199·9	68·5	40·0	66·5	60·0	68·4	867·2	220·0	55·1	692·1
1960	128·1	149·4	188·7	167·1	231·2	78·9	55·4	85·8	67·9	90·9	1,020·9	260·0	70·6	590·3
1961	140·2	190·7	253·5	230·3	261·4	109·1	85·4	105·7	76·7	102·2	1,239·4	317·5	68·6	853·3
1962	138·8	184·6	224·1	198·2	222·5	104·3	78·5	85·2	74·4	92·1	1,126·0	305·6	59·4	761·0
1957 1st quarter	26·2	42·6	31·1	25·8	50·1	19·2	12·6	19·0	18·6	15·8	222·6	64·9	8·3	149·4
2nd quarter	23·9	48·2	35·1	29·1	44·1	22·5	15·2	20·0	19·7	15·4	228·9	62·7	11·2	155·0
3rd quarter	26·9	44·4	33·5	27·5	50·7	18·3	11·8	17·5	17·7	17·9	226·9	65·4	11·7	149·8
4th quarter	30·6	52·4	32·5	26·3	61·7	18·9	11·3	20·2	20·9	15·7	252·9	71·5	13·5	167·9
1958 1st quarter	28·3	48·7	33·7	29·4	47·2	15·2	9·5	15·6	16·9	15·5	221·1	55·6	13·1	152·4
2nd quarter	27·9	48·4	35·5	31·7	50·5	16·9	10·5	15·1	17·6	15·2	227·1	63·6	13·9	149·6
3rd quarter	28·7	46·3	42·1	38·8	48·9	17·3	10·9	16·8	13·5	16·5	230·1	61·2	12·9	156·0
4th quarter	27·7	53·6	32·2	28·6	58·2	20·4	13·1	16·1	17·2	17·9	243·3	66·6	12·5	164·2
1959 1st quarter	24·7	45·5	28·0	25·1	45·0	16·8	11·7	12·5	15·1	15·2	202·8	48·4	13·7	140·7
2nd quarter	27·9	43·7	30·1	25·6	45·8	15·5	9·0	15·3	15·0	16·0	209·3	50·3	15·3	143·7
3rd quarter	27·1	34·7	41·6	36·9	46·8	14·8	7·6	16·6	13·0	17·7	212·3	52·4	12·1	147·8
4th quarter	26·3	44·1	30·2	24·1	62·3	21·4	11·7	22·1	16·9	19·5	242·8	68·9	14·0	159·9
1960 1st quarter	28·9	35·6	35·8	31·9	50·1	13·9	9·4	18·9	17·1	20·9	221·2	54·3	15·8	151·1
2nd quarter	31·4	35·4	40·8	35·6	51·7	18·2	10·9	22·3	14·8	21·2	235·8	58·7	18·9	158·2
3rd quarter	33·5	36·6	64·7	59·7	57·2	22·7	17·3	19·8	15·2	21·7	271·4	70·9	17·2	183·3
4th quarter	34·3	41·8	47·4	39·9	72·2	24·1	17·8	24·8	20·8	27·1	292·5	76·1	18·7	197·7
1961 1st quarter	33·3	41·9	56·2	52·3	56·1	23·4	18·4	22·3	17·0	22·7	272·9	64·9	17·7	190·3
2nd quarter	36·0	47·0	63·0	56·4	61·8	25·1	19·7	26·9	17·4	27·3	304·5	77·2	19·6	207·7
3rd quarter	34·3	48·6	78·9	73·8	65·0	30·4	23·9	29·1	19·5	25·2	331·0	83·1	16·6	231·3
4th quarter	36·6	53·2	55·4	47·8	78·5	30·2	23·4	27·4	22·8	27·0	331·0	92·3	14·7	224·0
1962 1st quarter	33·9	46·9	54·4	50·1	55·1	25·2	20·2	23·7	19·1	22·8	281·1	72·9	16·0	192·2
2nd quarter	34·6	48·4	60·8	54·6	53·0	23·4	18·3	22·8	18·4	23·7	285·1	77·9	15·6	191·6
3rd quarter	32·9	42·4	58·5	52·1	54·7	29·6	21·5	19·2	17·1	22·7	277·1	78·6	14·1	184·4
4th quarter	37·4	46·9	50·4	41·4	59·7	26·1	18·5	19·5	19·8	22·9	282·7	76·2	13·7	192·8

Table 4. Fixed Capital Expenditure in Distributive and Service Industries at Current Prices (a) (c)

£ million

Period	Analysis by Industry					Analysis by Type of Asset		
	Wholesale Distribution	Retail Distribution	Shipping	Other Industries	Total			
	Standard Industrial Classification							
	810, 831, 832	820	704	XVII, Part of XIX, XXI, Part of XXII and XXIII	XVII, Part of XIX, XX, XXI, Part of XXII and XXIII	Building work	Vehicles	Plant and machinery
1957	57	126	140	304	627	186	291	150
1958	73	130	147	349	699	202	326	171
1959	86	160	161	379	786	230	359	197
1960	94	172	162	429	857	262	384	211
1961	100	200	132	494	926	315	367	244
1962	99	227	106	462	894	342	308	244
1959 1st quarter	22	36	33	84	175	54	76	45
2nd quarter	21	39	43	99	202	56	98	48
3rd quarter	20	40	32	88	180	55	78	47
4th quarter	24	45	53	107	229	65	107	57
1960 1st quarter	20	40	38	113	211	66	93	52
2nd quarter	23	41	41	106	211	65	98	48
3rd quarter	23	44	36	96	199	60	88	51
4th quarter	28	47	47	114	236	71	105	60
1961 1st quarter	26	42	38	125	231	73	98	60
2nd quarter	25	47	25	124	221	77	85	59
3rd quarter	23	55	31	120	229	77	92	60
4th quarter	26	56	38	125	245	88	92	65
1962 1st quarter	22	55	25	111	213	80	74	59
2nd quarter	23	55	31	116	225	83	82	60
3rd quarter	26	59	22	118	225	93	72	60
4th quarter	28	58	28	117	231	86	80	65

Notes:

(a) Expenditure on vehicles (including ships) and plant and machinery less receipts from sales of these assets, and on new building work.
(b) Standard Industrial Classification Orders III to XVI.
(c) Standard Industrial Classification Order XVII (Construction); XIX (Transport and Communication) excluding 701 – Railways, 705 – Port and Inland Water Transport, 706 – Air Transport and 707 – Postal Services and Telecommunications; XX (Distributive Trades); XXI (Insurances, Banking and Finance) excluding savings departments of the Post Office and Trustee Savings Banks; XXII (Professional and Scientific Services) excluding 872 – Educational Services and 874 – Medical and Dental Services; and XXIII (Miscellaneous Services).

Increase in Industry's Stocks in the Fourth Quarter of 1962 Confirmed

THERE WAS a small rise in the stocks held by manufacturers and distributors in the fourth quarter of 1962. The final calculations show that the increase over the quarter was (at 1958 prices, seasonally adjusted) £29 million compared with an increase of £36 million at the provisional stage. The trend in stockbuilding is thus still upward though the increases in the last six quarters have been very much smaller than the exceptionally large increases in the previous six quarters.

Manufacturers' Stocks

Final estimates for the fourth quarter of 1962 show that the total volume of manufacturers' stocks and work in progress (at 1958 prices) rose, after adjustment for seasonal factors, by only £8 million. This very slight increase (somewhat less than that estimated at the provisional stage one month ago) was attributable to a rise in stocks of finished goods not quite counterbalanced by a fall in stocks of materials and fuel.

As may be seen from Table 2 there was little change in the value of stocks held (at 1958 prices not seasonally adjusted) by most of the industry groups for which separate figures are published quarterly. After allowance has been made for seasonal factors most of these industries showed some slight stock-building over the quarter – except for the engineering, ship-building and vehicles group of industries which experienced a definite decline in its stocks.

For the year 1962 as a whole stocks increased by £42 million (at 1958 prices) or only 0·7 per cent. of the level of stocks at the end of 1961 – a very much smaller increase than in either 1961 or 1960, in which years the increases were about 4 and 11 per cent. respectively. Over the year as a whole, there was a moderate increase (5 per cent.) in the stocks of the food, drink and tobacco group of industries, a smaller increase in the stocks of both the chemicals and engineering groups of industries and a fall in the stocks of the three remaining published groups of industries (the fall in the case of the metals manufacturing group being one of nearly 5 per cent.).

Wholesalers' Stocks

The volume (at 1958 prices) of wholesalers' stocks remained unchanged after allowance for seasonal factors during the fourth quarter of 1962 according to the final estimates which show a rise of £2 million compared with a fall of £4 million at the provisional stage a month ago.

Stocks held by dealers in industrial materials and machinery (Minimum List Heading 832) fell during the quarter but this fall was balanced by increases in the stocks held by the other two groups of wholesalers (Minimum List Headings 810 and 831).

The volume of stocks held by wholesalers also changed little between the beginning and end of 1962. As may be seen from Table 3, a fall of £12 million in stocks held by wholesale distributors was almost balanced by an increase in the stocks held by dealers in coal, builders' merchants, etc. The stocks held by dealers in industrial materials and machinery showed no change over the year as a whole.

Retailers' Stocks

Retailers' stocks (at 1958 prices, seasonally adjusted) rose £19 million during the fourth quarter of 1962 giving a total increase for the year of £39 million. Further details of the changes during the period were given in the *Board of Trade Journal* of February 15, 1963, page 399.

Table 1. Changes in the Volume of Industry's Stocks at 1958 Prices, Seasonally Adjusted (a)

£ million

	Manufacturing (b)	Wholesale Distribution (c)	Retail Distribution (d)	Total (e)
Level of stocks at December 31, 1959	4,952	810	946	6,708
1957	+146	+42	+45	+233
1958	+ 36	+14	+16	+ 66
1959	+ 73	+15	+48	+136
1960	+520	+48	+35	+603
1961	+230	+36	+ 5	+271
1962	+ 42	— 4	+39	+ 77
1957 1st quarter	+ 77	+38	+17	+132
2nd quarter	+ 49	+23	+ 3	+ 75
3rd quarter	+ 33	—10	+14	+ 37
4th quarter	— 13	— 9	+11	— 11
1958 1st quarter	+ 36	— 6	— 2	+ 28
2nd quarter	+ 1	—16	—13	— 28
3rd quarter	+ 13	+23	+20	+ 56
4th quarter	— 14	+13	+11	+ 10
1959 1st quarter	— 6	+14	—11	— 3
2nd quarter	— 11	+ 4	+26	+ 19
3rd quarter	+ 27	— 1	+ 9	+ 35
4th quarter	+ 63	— 2	+24	+ 85
1960 1st quarter	+ 86	+ 2	+29	+117
2nd quarter	+130	+ 7	+21	+158
3rd quarter	+158	+20	— 9	+169
4th quarter	+146	+19	— 6	+159
1961 1st quarter	+ 53	+29	+26	+108
2nd quarter	+ 60	+16	+14	+ 90
3rd quarter	+ 53	— 8	—24	+ 21
4th quarter	+ 64	— 1	—11	+ 52
1962 1st quarter	— 32	—16	+32	— 16
2nd quarter	+ 32	—10	—12	+ 10
3rd quarter	+ 34	+20	N/C	+ 54
4th quarter	+ 8	+ 2	+19	+ 29

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Industry's Stocks (*Continued*)

Table 2. Changes in the Volume (at 1958 Prices not seasonally adjusted) of Stocks Held by Manufacturing Industry (a) (b) £ million

	Analysis by Industry Group							Analysis by Type of Asset		
	Food, Drink and Tobacco	Chemicals and Allied Industries	Metal Manufacture	Engineering, Shipbuilding and Vehicles	Textiles, Leather and Clothing	Other Manufacturing Industries	All Manufacturing Industries			
	Standard Industrial Classification Orders									
	III	IV	V	VI-IX	X-XII	XIII-XVI	III-XVI	Materials and fuel	Work in progress	Finished goods
Level of Stocks at December 31, 1959	720	456	384	2,295	606	491	4,952	1,940	1,785	1,227
1957	+10	+48	+28	+ 8	+35	+17	+146	+ 19	+ 65	+ 62
1958	— 6	+ 6	— 8	+ 35	+ 5	+ 4	+ 36	— 96	+ 25	+107
1959	+26	+31	—10	+ 36	—12	+ 2	+ 73	+ 16	+ 47	+ 10
1960	+52	+41	+73	+250	+42	+62	+520	+225	+127	+168
1961	+18	+15	+ 7	+134	+23	+33	+230	+ 51	+ 84	+ 95
1962	+38	+ 8	—22	+ 36	— 8	—10	+ 42	— 55	+ 54	+ 43
1957 1st quarter	+97	+ 7	— 6	+ 19	+ 3	— 4	+116	+ 31	+ 31	+ 54
2nd quarter	—10	+23	+ 9	+ 33	+13	+ 6	+ 74	— 26	+ 68	+ 32
3rd quarter	—24	+ 7	+33	— 8	+ 2	+ 1	+ 11	+ 34	+ 19	— 42
4th quarter	—53	+11	— 8	— 36	+17	+14	— 55	— 20	— 53	+ 18
1958 1st quarter	+16	—10	+ 3	+ 41	+18	+ 6	+ 74	— 28	+ 23	+ 79
2nd quarter	+ 1	N/C	+ 6	+ 23	— 7	+ 3	+ 26	— 69	+ 23	+ 72
3rd quarter	— 6	+ 7	— 6	+ 14	—17	— 5	— 13	+ 21	+ 8	— 42
4th quarter	—17	+ 9	—11	— 43	+11	N/C	— 51	— 20	— 29	— 2
1959 1st quarter	+35	+ 1	—14	— 6	+ 8	+ 6	+ 30	— 12	— 4	+ 46
2nd quarter	+15	+ 8	+ 2	— 5	—14	— 4	+ 2	— 6	+ 27	— 19
3rd quarter	— 1	+ 6	+ 5	+ 11	—16	— 1	+ 4	+ 34	+ 16	— 46
4th quarter	—23	+16	— 3	+ 36	+10	+ 1	+ 37	N/C	+ 8	+ 29
1960 1st quarter	+23	—12	+12	+ 53	+27	+11	+114	+ 36	+ 15	+ 63
2nd quarter	+16	+17	+13	+ 65	+14	+16	+141	+ 47	+ 63	+ 31
3rd quarter	+ 9	+20	+39	+ 48	+ 9	+12	+137	+112	+ 20	+ 5
4th quarter	+ 4	+16	+ 9	+ 84	— 8	+23	+128	+ 30	+ 29	+ 69
1961 1st quarter	+20	— 4	+ 7	+ 15	+19	+21	+ 78	+ 18	+ 25	+ 35
2nd quarter	+ 2	+ 6	— 1	+ 28	+20	+16	+ 71	+ 6	+ 48	+ 17
3rd quarter	+12	+ 9	+ 6	+ 26	—20	+ 1	+ 34	+ 58	+ 16	— 40
4th quarter	—16	+ 4	— 5	+ 65	+ 4	— 5	+ 47	— 31	— 5	+ 83
1962 1st quarter	+16	—16	—17	— 6	+13	— 5	— 15	— 38	— 16	+ 39
2nd quarter	+18	— 1	— 5	+ 25	+ 9	— 5	+ 41	— 8	+ 55	— 6
3rd quarter	+15	+13	+ 1	+ 18	—27	— 5	+ 15	+ 25	+ 26	— 36
4th quarter	—11	+12	— 1	— 1	— 3	+ 5	+ 1	— 34	— 11	+ 46

Table 3. Changes in the Volume (at 1958 Prices not seasonally adjusted) of Stocks Held by Distributors (a) £ million

S.I.C. M.L.H.			1st quarter	2nd quarter	3rd quarter	4th quarter	Year	Level of stocks at December 31, 1959
810	Wholesale distributors	1959	+37	+ 5	— 5	—27	+10	548
		1960	+32	+11	+22	—39	+26	
		1961	+60	+12	+ 3	—49	+26	
		1962	+21	—12	+17	—38	—12	
831	Dealers in coal, builders materials, etc.	1959	—11	+ 4	+15	— 3	+ 5	77
		1960	—12	+ 2	+10	+ 4	+ 4	
		1961	—12	+ 3	+ 8	+ 1	N/C	
		1962	—11	+ 2	+10	+ 7	+ 8	
832	Dealers in industrial materials and machinery	1959	N/C	— 4	+13	— 9	N/C	185
		1960	— 4	— 4	+13	+13	+18	
		1961	— 1	+ 4	+ 3	+ 4	+10	
		1962	— 6	N/C	+15	— 9	N/C	
	Total wholesale distributors (c)	1959	+26	+ 5	+23	—39	+15	810
		1960	+16	+ 9	+45	—22	+48	
		1961	+47	+19	+14	—44	+36	
		1962	+ 4	—10	+42	—40	— 4	
820	Retail distributors (d)	1959	+21	+ 26	— 5	+ 6	+48	946
		1960	+71	+13	—25	—24	+35	
		1961	+63	+14	—41	—31	+ 5	
		1962	+79	—22	—16	— 2	+39	

(*Continued on next page*)

Industry's Stocks (*Continued*)

Table 4. Changes in the Value (at Book Values) of Stocks Held by Manufacturers and Distributors (a) £ million

		1st quarter	2nd quarter	3rd quarter	4th quarter	Year	Level of stocks at December 31, 1959
Manufacturers (b)	1957	+174	+ 60	+ 67	— 48	+253	
	1958	+ 54	+ 22	— 27	— 29	+ 20	
	1959	+ 27	+ 13	+ 17	+ 80	+137	5,048
	1960	+128	+181	+128	+161	+598	
	1961	+112	+104	+ 47	+ 55	+318	
	1962	+ 10	+ 32	+ 17	+ 35	+ 94	
Wholesalers (c)	1957	+ 53	+ 21	+ 13	— 33	+ 54	
	1958	— 8	— 8	+ 37	— 15	+ 6	
	1959	+ 17	+ 5	+ 25	— 25	+ 22	819
	1960	+ 7	+ 18	+ 52	— 22	+ 55	
	1961	+ 44	+ 20	+ 15	— 36	+ 43	
	1962	+ 5	— 1	+ 32	— 30	+ 6	
Retailers (d)	1957	+ 60	— 6	+ 3	— 2	+ 55	
	1958	+ 36	— 16	+ 5	— 4	+ 21	
	1959	+ 20	+ 22	— 3	+ 6	+ 45	945
	1960	+ 68	+ 15	— 19	— 20	+ 44	
	1961	+ 73	+ 19	— 29	— 27	+ 36	
	1962	+ 87	— 5	— 13	— 1	+ 68	
Total (e)	1957	+287	+ 75	+ 83	— 83	+362	
	1958	+ 82	— 2	+ 15	— 48	+ 47	
	1959	+ 64	+ 40	+ 39	+ 61	+204	6,812
	1960	+203	+214	+161	+118	+696	
	1961	+229	+143	+ 33	— 8	+397	
	1962	+102	+ 26	+ 36	+ 4	+168	

Notes relating to Tables 1-4.

(a) The estimates are shown to the nearest £ million, but should not be regarded as accurate to this degree.
(b) Standard Industrial Classification Orders III-XVI.
(c) S.I.C. Minimum List Headings 810, 831, 832.
(d) S.I.C. Minimum List Heading 820.
(e) S.I.C. Orders III-XVI and XX.

Registrations of British and Foreign Films

THE FOLLOWING are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday, April 5, 1963.

Title of Film	Registered in the Name of	Maker's Name	Registered No.	Playing Time Minutes	Date of Registration
	BRITISH				
That Kind of Girl	Compton-Cameo Films Ltd	Tekli Film Productions Ltd.	Br/E 28364	77	April 1
Movietone News 1764A	Twentieth-Century Fox Film Co. Ltd.	British Movietonews Ltd.	Br/E 27957	7	"
Look At Life Series 17: *New Universities*	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.	Br/E 28368	11	April 2
Just For Fun	Columbia Pictures Corporation Ltd.	Amicus Productions Ltd.	Br/E 28369	85	April 3
The Right Line	Film Producers Guild Ltd.	R. H. R. Productions Ltd.	Br/E 28371	27	"
Mikhali	" "	Greenpark Productions Ltd.	Br/E 28372	34	"
On The Run	Warner-Pathe Distributors Ltd.	Merton Park Studios Ltd.	Br/E 28373	59	"
Dam The Delta	Contemporary Films Ltd.	Halas & Batchelor Cartoon Films Ltd.	Br/E 28380	10	April 5
Pathe News 63-27	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.	Br/E 28010	9	"
Pathe News 63-28	" "	" "	Br/E 28011	8	"
Movietone News 1765	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.	Br/E 27958	7	"
	FOREIGN				
Blood Money	Columbia Pictures Corporation Ltd.	Columbia Pictures Corporation	F 28362	85	April 1
The Secret Mark Of D'Artagnan	" "	Liber Film, Rome and Les Films Agiman, Paris	F 28363	91	"
Time Of The Heathen	British Lion Films Ltd.	Independant Film Enterprises Ltd.	F 28365	75	April 2
Zorro	Sebricon Productions Ltd.	Eurocine Productions	F 28366	90	"
Ursus In The Valley Of The Lions	Ranworth Film Services Ltd.	Cine Italia Film S.p.A.	F 28367	82	"
The Reality Of Karel Appel	Contemporary Films Ltd.	Nederlandse Filmproductie Mij	F 28370	15	April 3
The Son Of Spartacus	Metro-Goldwyn-Mayer Pictures Ltd.	Titanus Films	F 28374	102	April 4
Madame	Twentieth-Century Fox Film Co. Ltd.	Cosmopolitan Productions	F 28375	100	"
Porgy And Bess	Columbia Pictures Corporation Ltd.	Columbia Pictures Corporation	F 28376	138	"
Call Me Bwana	Rank Film Distributors Ltd.	Eon Productions Ltd.	F 28377	95	"
Big City Blues	Contemporary Films Ltd.	Netherland Government Information Services	F 28378	24	April 5
The Key	Contemporary Films Ltd.	Netherland Government Information Services	F 28379	11	"
Rocky Jones—Space Ranger (Nos. 10-18) *Trial Of Rocky Jones Ep.* 3.	Animated Motion Pictures Ltd.	Roland Reed Productions Inc.	F 28381	21	April 5
Silver Needle In The Sky – Episode 2	" "	" "	F 28382	22	"
Silver Needle In The Sky – Episode 3.	" "	" "	F 28383	21	"

Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Catering Turnover Lower Again in February

THE EFFECT of the severe weather on the turnover of the catering trades seems to have been greater in February than it was in January as turnover was 2 per cent. lower than a year earlier compared with no change in January and an increase of 4 per cent. in the final quarter of last year. The poorer result in February was accounted for by public houses whose turnover was 3 per cent. lower than a year earlier against an increase of 1 per cent. in January. Licensed hotels and holiday camps, and restaurants, cafes, etc., showed decreases on a year earlier of about the same magnitude as in January, but canteens and catering contractors again had a rather larger than average increase – 6 per cent. in February and 5 per cent. in January against 2 per cent. in the fourth quarter of last year.

Catering Trades

Index numbers of turnover per week and percentage changes on a year earlier

1960 = 100

Kind of Business (Turnover in 1960 £ million)	Year	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL CATERERS:																	
(£1,290 million)	1960	100	83	102	115	101	82	81	85	96	98	111	118	120	107	97	91	111
	1961	107	90	109	124	108	87	88	94	101	108	115	124	130	118	106	98	117
	1962	112	95	115	129	112	93	94	96	108	109	125	131	136	121	112	102	119
	1963	93(a)					94	93										
	1962	+5	+6	+6	+4	+4	+7	+7	+3	+7	+1	+9	+5	+4	+3	+5	+5	+2
	1963	—1(a)					Nil	—2										
Licensed hotels and holiday camps:																		
(£169 million)	1960	100	67	105	139	89	65	65	72	91	97	123	141	150	128	105	77	86
	1961	107	72	112	149	95	66	68	78	95	107	130	149	161	138	113	82	91
	1962	113	77	119	158	98	71	74	84	98	109	143	161	169	146	117	87	93
	1963	71(a)					69	72										
	1962	+6	+7	+6	+6	+4	+8	+7	+7	+3	+2	+10	+8	+5	+6	+4	+6	+2
	1963	—2(a)					—3	—2										
Restaurants, cafes, etc., and fish and chip shops (£307 million)	1960	100	84	103	120	93	82	82	86	94	97	115	124	130	108	95	91	94
	1961	106	90	109	126	99	88	88	94	100	108	117	127	138	116	101	97	98
	1962	109	94	112	130	102	92	93	96	104	107	123	130	141	120	106	100	100
	1963	90(a)					89	92										
	1962	+3	+4	+3	+3	+3	+4	+6	+2	+4	—1	+5	+2	+2	+4	+5	+3	+3
	1963	—2(a)					—3	—2										
Public houses (£711 million)	1960	100	83	102	110	106	82	81	85	98	97	108	114	114	102	95	91	126
	1961	109	92	108	120	114	89	90	95	103	109	112	120	126	115	106	99	133
	1962	114	97	116	125	119	97	97	98	113	110	124	128	132	118	113	104	135
	1963	96(a)					98	94										
	1962	+5	+6	+8	+4	+4	+9	+8	+2	+10	+1	+11	+6	+5	+3	+7	+5	+1
	1963	—1(a)					+1	—3										
Canteens and catering contractors (£102 million)	1960	100	104	97	93	106	105	106	102	95	102	94	94	85	99	106	110	103
	1961	105	108	103	99	111	109	108	105	104	104	102	103	87	105	110	115	109
	1962	108	113	106	101	113	113	114	111	104	111	104	103	90	109	112	118	110
	1963	120(a)					119	122										
	1962	+3	+5	+3	+2	+2	+4	+6	+5	nil	+6	+2	—1	+4	+3	+2	+3	+1
	1963	+6(a)					+5	+6										

(a) Cumulative figure for January and February compared with corresponding period of 1962.

Sales by Wholesale Textile Houses in February

SALES BY Wholesale Textile Houses showed a seasonal improvement in February, but were 6 per cent. lower than a year earlier, compared with no change in January and an increase of 3 per cent. in the last quarter of 1962.

The value of stocks held by wholesale textile houses at the end of February was 1 per cent. lower than a year earlier.

Total Sales and Stocks

Index Numbers (average 1950 = 100) and Percentage Changes Compared with a year earlier.

	Value of Sales (Total Home Trade)		Value of Stocks (at end period) (b)	
		%		%
1961 Year	107	+1	..	..
1962 Year	105	—2	..	..
1962 1st Quarter	94	—7	139	+3
2nd Quarter	98	—2	127	—2
3rd Quarter	100	—2	140	—4
4th Quarter	129	+3	113	—2
October	146	+2	122	—3
November	131	+2	127	—1
December	110	+7	113	—2
1963 January	70	nil	119	—1
February	85	—6	136	—1

Note:

These statistics are prepared by the Wholesale Textile Association. Inquiries should be addressed to: The Secretary, The Wholesale Textile Association, 75 Cannon Street, London, E.C.4. (Tel. City 4444).

Analysis by Department

Percentage of Corresponding Values for 1962.

	Sales (b)		Stocks (b)
	February	Jan.-Feb.	At end of Feb.
Women's knitted outerwear, blouses and skirts	92·6	94·4	93·8
Women's coats, costumes, furs and raincoats	86·2	88·3	97·5
Women's underwear	109·0	106·4	106·6
Women's hose and children's socks	89·5	99·6	94·7
Women's millinery	89·3	92·2	99·5
Haberdashery, ribbons and wool	107·6	111·6	96·0
Children's wear	89·5	92·4	91·1
Men's and boys' shirts, pyjamas and outfitting	95·1	100·4	104·2
Gloves	85·0	85·7	80·5
Piece-goods and nets	80·2	79·6	101·0
Household textiles	94·7	98·7	97·1
Floor-coverings, furniture and hardware	93·9	96·0	109·2
Grand total (a)	93·9	96·3	99·0

Notes:
(a) Including some items not included among the sub-headings.
(b) Valued at cost.

Hair Dryer Visors for South Africa

The assembly and packing of hair dryer visors manufactured by William J. Cox (Sales) Ltd., Tring, Herts, for the Permola Manufacturing Co. (Pty.) Ltd., Johannesburg. The visors were formed from 'Perspex' acrylic sheet.

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Parliamentary Answers

Monday April 1

Payment of Consumer Council Members

In the House of Lords, H.M. Government were asked why in establishing a Consumer Council they had not accepted the two recommendations of the Molony Committee that the Chairman should be paid £3,000 per annum and devote half his time to the business of the Council and that other members should be paid £500 per annum.

Lord Derwent, Minister of State, Board of Trade, said in reply: 'The recommendation by the Committee on Consumer Protection that the Chairman of the Consumer Council should be paid £3,000 a year was based on the assumption that the Chairman would need to devote half his time to the business of the Council. My rt. hon. Friend, taking into account the experience of other similar bodies, is of the opinion that the provision of a very competent staff under a high-ranking Director to deal with the day-to-day business of the Council will, when the Council is fully established, greatly reduce the calls on the time of the Chairman, and that in these circumstances an honorarium of £1,000 would be appropriate. As was announced on March 30, Miss Elizabeth Ackroyd, an Under-Secretary in the Board of Trade, has been appointed as the Council's First Director with effect from today. Contrary to reports which have appeared in the Press, the Government have accepted the recommendation by the Committee that members of the Council should, if they so wish, be paid £500 a year.'

Tuesday April 2

Consultation with U.S. on East-West Trade

Mr. Frederick Erroll, President of the Board of Trade, was asked what was the latest date on which he had consultations with the Government of the United States of America on the subject of strategic controls on East-West Trade, and what proposals he put forward on that occasion.

Mr. Alan Green, Minister of State, Board of Trade, replied that the strategic embargo was reviewed last year by the countries concerned, including the United States. Various proposals were accepted, including some put forward by the United Kingdom.

Consumer Council and RPM

Asked whether the terms of reference of the newly-appointed Consumer Council debarred them from considering the question of resale price maintenance, at least until such time as the President had concluded his own investigations into that subject, Mr. David Price, Parliamentary Secretary, Board of Trade, said there was nothing in the terms of reference which the President had given to the Consumer Council which would debar them from considering the question of resale price maintenance at any time if they so wished.

Thursday April 4

Board of Trade Statistics

The President was asked a number of questions dealing with regional statistics covering production and retail sales, statistics on consumer expenditure intentions as practised by the United States Government, and whether he would amend statistics published to provide a more detailed industrial breakdown. In reply he said that regional statistics were published in reports on the Censuses of Production and Distribution. Short period statistics could not be provided for different regions. With regard to statistics as practised in the United States the President said he was not convinced they would provide a guide to the trend of consumers' expenditure which would be sufficiently reliable to justify the cost of collection. Consideration was being given to the possibility of providing statistics in more detailed breakdown, he added.

Heat Treatment of Metals

'Heat Treatment of Metals', based on four papers presented at the 16th Annual Refresher Course of The Institution of Metallurgists, surveys the present state of knowledge of the subject and reconciles the metallurgist's approach with that of the worker on the shop floor. Copies: Iliffe Books Ltd., Dorset House, Stamford Street, London, S.E.1. Price 35s. (by post 35s. 10d.).

Addresses of ECGD Local Offices

THE EXPORT CREDITS GUARANTEE DEPARTMENT (ECGD) is a Government Department providing export credit insurance for United Kingdom exporters to an annual value of £800,000,000. Its object is to provide, on a self-supporting basis, the cheapest form of export credit insurance possible.

The Head Office of ECGD is at 59-67 Gresham Street, London, E.C.2. (Tel. Monarch 6699, Ext. 271.) The Department's local offices are as follows:

London (City) London postal districts E., N., and E.C.1. 2 and 3. Counties of Bedford, Cambridge, Essex, Huntingdon, Norfolk, Suffolk and N. Hertford.	A. L. MacManus, M.B.E., Marlon House, Mark Lane, London, E.C.3. (Tel. Royal 3491. Telex. 23164.)
London (South) London postal districts E.C.4, S.E. and S.W. Counties of Hants, Kent, Surrey and Sussex	R. K. Pearson, Clements House (Wood Street entrance 4th Floor). 14-18 Gresham Street, E.C.2. (Tel. Monarch 4581, Telex. 24812).
London (West End) London postal districts W.C.1. and 2, N.W. and W. Counties of Berks, Bucks, Middlesex, Oxford and South Herts.	J. A. Dyer, Cunard Building, 15 Regent Street, London, S.W.1. (Tel. Whitehall 9061. Telex. 24105).
Belfast The six counties of Northern Ireland.	K. W. Knight, 7 Donegall Square West, Belfast. (Tel. Belfast 29428. Telex. 74577).
Birmingham Counties of Shropshire, Hereford, Worcester, Warwick, Merioneth, Montgomery and Radnor.	J. A. Bookless, Chamber of Commerce House, Harborne Road, Birmingham, 15 (Tel. Edgbaston 4375. Telex. 33132).
Bradford The West and North West of the West Riding of Yorkshire (excluding Barnsley, Harrogate, Otley, Pudsey, Ripon, Wakefield and Yeadon).	C. C. Birch, M.B.E., Britannia House, Bridge Street, Bradford. (Tel. Bradford 25147. Telex 51161).
Bristol Counties of Gloucester, Wiltshire, Dorset, Somerset, Devon, Cornwall, Cardigan, Brecon, Pembroke, Carmarthen, Glamorgan and Monmouth.	J. A. Dorrian, D.F.M., The Gaunts House, Denmark Street, Bristol. (Tel. Bristol 22011. Telex. 44248).
Edinburgh The counties of Angus, Berwick, Clackmannon, Dumfries, Fife, Kinross, the Lothians, Peebles, Roxburgh and Selkirk.	J. J. Brown, 108 George Street, Edinburgh, 2. (Tel. Caledonian 3004. Telex. 72170).
Glasgow The counties of Aberdeen, Argyll, Ayr, Banff, Bute, Caithness, Dunbarton, Inverness, Kincardine, Kirkcudbright, Lanark, Moray, Nairn, Perth, Renfrew, Ross and Cromarty, Stirling, Sutherland, Wigtown and the Orkneys, Shetlands, Western Isles and Hebrides.	Wm. C. Pettigrew, 7 West George Street, Glasgow, C.2. (Tel. Central 3056. Telex. 77130).
Leeds The East and North Ridings of Yorkshire (excluding the area North of a line from Yarm to Staithes). The East and North of the West Riding of Yorkshire (including Barnsley, Goole, Harrogate, Otley, Pudsey, Ripon, Wakefield and Yeadon).	W. A. Luxton, Headrow House, 42 The Headrow, Leeds, 1. (Tel. Leeds 30082. Telex. 55232).
Liverpool The Welsh counties of Anglesey, Caernarvon, Denbigh and Flint; Western parts of Lancashire and Cheshire (including Lancaster, Preston, Wigan and Warrington).	R. H. K. Hughes, India Buildings, Water Street, Liverpool, 2. (Tel. Central 5756. Telex. 62537).
Manchester The Eastern parts of Lancashire and Cheshire (excluding Lancaster, Preston, Wigan and Warrington), and parts of Derbyshire.	W. Ford, Britannic Building, Fountain Street, Manchester, 2. (Tel. Blackfriars 6236. Telex. 66756).
Newcastle-upon-Tyne Counties of Northumberland, Durham, Westmorland and Cumberland; part of North Riding of Yorkshire, including Middlesbrough, Redcar and Thornaby-on-Tees.	P. Henley, District Bank Chambers, 36/38 Mosley Street, Newcastle-Upon-Tyne, 1. (Tel. Newcastle 29838. Telex. 53305).
Nottingham Counties of Leicester, Rutland and Northampton, and parts of the counties of Nottingham, Derby and Lincoln.	J. N. Smales, Equitable House, Old Market Square, Nottingham (Tel. 46585. Telex. 37566).
Sheffield The Southern triangle of the West Riding of Yorkshire (excluding Barnsley and Goole), and parts of the counties of Nottingham, Derby and Lincoln.	B. T. Clark, Fargate House, Fargate, Sheffield, 1. (Tel. Sheffield 29151. Telex. 54244).
New York In the United States of America exporters can obtain assistance from the Department's resident representative for the United States and Canada.	R. S. Kinsey, c/o British Consulate-General, 845 Third Avenue, New York, 22, N.Y. (P.O. Box 3434, New York 17, N.Y.) (Tel. Plazza 2-8400).

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THE DIRECTOR GENERAL, INDIA STORE DEPARTMENT, Government Building, Bromyard Avenue, London, W.3, invites tenders for the supply of:-

Radio Aerial equipment, Radomes, Insulators, etc. (Sect-10B). Forms of tender which are returnable on Monday, 29th April, 1963, may be obtained from this office (C.D.N. Branch) upon payment of a fee of 10/- (which is not returnable). Ref. No. 4002/62/ET must be quoted in all applications.

✦

Only manufacturers (including their Constituents or Associates authorised to commit them) or their accredited Agents who are in a position to supply the requirements from their own or their Principals manufactures are invited to quote.

Government Surplus Sales by Auction

Air Ministry

1963	Stores	Location	Auctioneers
April 24	72 timber huts, stoves and miscellaneous fittings.	Royal Air Force, Melksham, Wilts.	Thompson, Noad & Phipps, Clare House, 35 Market Place, Trowbridge, Wilts.
April 25	61 Nissen huts, two Seco huts, 22 temporary brick buildings, transformers, and other electrical equipment.	Royal Air Force Station, Ridgewell, Essex	Balls & Balls, Braintree, Essex.
May 1	Miscellaneous stores and equipment:	No. 16 Maintenance Unit, Royal Air Force, Stafford.	South & Stubbs, 28 Eastgate Street, Stafford. (Tel.: Stafford 2331).

The above sale will include M.T. engines and spares, plant spares, caterpillar spares and track assemblies, Leyland power units, aero engine spares, parachute canopies, packing cases, fire extinguishers, radio and radio spares, bedding, furniture and general stores.

May 9	Miscellaneous stores and equipment	No. 35 Maintenance Unit, Royal Air Force, Heywood, Lancs.	Brady & Son, 17 Warren Street, Stockport, Cheshire. (Tel. Stockport 2252).
May 22	Miscellaneous stores and equipment	No. 7 Maintenance Unit, Royal Air Force, Quedgeley.	Bruton Knowles & Co., Albion Chambers, Gloucester. (Tel. Gloucester 21267).
June 20	Miscellaneous stores and equipment	No. 25 Maintenance Unit, Royal Air Force, Hartlebury.	Nock & Joseland, Bank Buildings, Kidderminster, Worcs. (Tel. Kidderminster 2053).

Catalogues for the above sales may be obtained within fourteen days of the advertised date of sales, on application to the auctioneers. Catalogues for sales held at Maintenance Units cost 1s. 0d. each (*Postal Orders only*), all other catalogues free.

Disposal of Assets at C. & R. Sites

Geering & Colyer will sell by public auction on the dates indicated and at Royal Air Forces sites listed below operational equipment including air conditioning and refrigeration plant, electric meters, water pumps, fans, heaters, compressors, etc., RSJ gantries and girders, teak flooring, electricity supply cable, sanitary items, doors and miscellaneous items.

1963
April 23 . Beachy Head, Sussex. (No air conditioning or refrigeration plant on offer at this site.)
May 7 . Truleigh Hill, Nr. Shoreham-on-Sea, Sussex.
May 21 . Margate, Kent.
June 11 . St. Margarets Bay, Kent.

Catalogues (free) may be obtained within fourteen days of the sale dates from Geering & Colyer's offices at Ashford (Tel. 25), Hawkhurst and Tunbridge Wells, Kent; Rye, Heathfield, and Wadhurst, Sussex.

War Office

1963	Stores	Location	Auctioneer
April 18/19.	Machine tools and miscellaneous stores	Technical Stores Depot, Old Dalby, Leics. (*Sale at Melton Mowbray.*)	Shouler & Son (Dept. L), 1 Norman Street, Melton Mowbray, Leics. (Tel. 3081).
April 23-25.	Vehicles, etc., including:	W.D. Storage Depot, Ruddington, Notts.	Walker, Walton & Hanson (Dept. L), Byard, Lane, Bridlesmith Gate, Nottingham. (Tel. 54272).

193 saloons, limousines and estate cars; 230 Land Rovers (single lots); coaches; tippers, crawler and wheeled tractors by Bedford, Caterpillar, Diamond 'T', Scammell, and Thorneycroft; mobile tankers 200-2,500 galls., trailers 10 cwts.-16 tons, and many other types of load carrying and dual purpose vehicles, also excavators by Ruston Bucyrus and Smith; angledozers by Caterpillar and Fowler; mobile cranes by Coles, Jones, Neals, Ransomes & Rapier, and Smith Rodley; trenchers, scraper by Le Tourneau; macadam mixer, fork lift trucks by Clark, Coventry Climax and Ross; dumpers, mobile fitted workshops, and large quantity of valuable plant ancillaries and spares by Caterpillar, Coles, Hyster, Koehring, La Plante Choate, La Tourneau, Onions, Ransomes & Rapier, etc.

May 8	Miscellaneous stores	Central Ordnance Depot, Bicester, Oxon.	Midland Marts Ltd. (Dept. L), Market Square, Bicester. (Tel. 73).
May 14	Miscellaneous stores	Central Ordnance Depot, Didcot, Berks.	Simmons & Sons (Dept. L), 12 Station Road, Reading. (Tel. 54025).
May 16	Miscellaneous stores	Technical Stores Sub-Depot, Wem, Salop.	Hall, Wateridge & Owen (Dept. L), High Street, Shrewsbury. (Tel. 2081).

Catalogues for each sale shown above may be obtained from the appropriate auctioneer 14 days prior to date of sale, price 1s. 0d. (*Postal Orders only*).

Machine Tools – Sale by Tender

Six spindle automatic; horizontal borers; radial drills; universal and tool cutter grinders; centre and capstan lathes; horizontal millers; presses; drop hammers; shaping, slotting, sawing machines, etc.

Location: Royal Ordnance Factory, Royal Arsenal, Woolwich, London, S.E.18.

Application for tender forms should be made to War Office, Directorate of Sales 4 (c), First Avenue House, High Holborn, London, W.C.1. Tender forms must be returned by May 2, 1963.

Ministry of Public Building and Works

1963	Description of Goods	Location	Auctioneers
April 26	Office and miscellaneous furniture, miscellaneous hardware, beds and bedding, safes, clocks, lawn mowers, refrigerators, waterproof clothing.	Ministry of Public Building and Works Clearing Store, Supplies Division Store, Burnett Lane, near Keynsham, Somerset.	Lalonde Bros. & Parham, 64 Queen's Road, Bristol 8. (Tel. Bristol 27731).

Catalogues, price 1s. 0d., are obtainable direct from the auctioneers. View days: April 24 and 25.

Trade Fairs and Exhibitions at Home and Overseas

Changes in Trade Fairs and Exhibitions Announcements

BECAUSE of pressure on space all the various classified lists of trade fairs and exhibitions will be published in full only on the dates indicated below:

	Date Last Published	Date Next Published
Outside Europe	April 5	July 5
Europe	Mar. 1	June 7
United Kingdom	Feb. 1	May 3

Amendments and additions to the three lists will be shown in the issues of the intervening weeks.

No responsibility is taken for the standing of organizations or individuals mentioned in the lists, and dates, etc., may be subject to alteration.

The Board of Trade Export Publicity and Fairs Branch, Horse Guards Avenue, London, S.W.1. (Tel. Trafalgar 8855, Ext. 3096, Europe; 3097 United Kingdom and outside Europe) will be glad to answer general inquiries but applications should be made to the organizers or United Kingdom agents for details of costs and conditions or participation. Export Publicity and Fairs Branch can also provide information about other events which, owing to space limitation, are not included in the lists.

* indicates fair which is held annually at approximately the time stated.

† indicates fair which is held in alternate years at approximately the time stated.

Amendments and Additions to Classified Lists

THE fairs and exhibitions given below are amendments and additions to the full lists published in the *Board of Trade Journal* on April 5, March 1 and February 1 respectively.

OUTSIDE EUROPE

Amendment:

In the *Board of Trade Journal* of April 5 it was stated that the National Motor Show would be held in New York from January 15-17, 1964. The title of the Show should read the National Motor Boat Show.

EUROPE

Amendment:

DRUPA Dusseldorf

THE BOARD OF TRADE have been advised that DRUPA (Printing and Paper Machinery Fair) at Dusseldorf is held at intervals of 4-5 years and not every two years as erroneously stated in the *Board of Trade Journal* of March 22, page 61. The next event will be held in May, 1967 though the exact date has not yet been fixed.

Addition:

ROTTERDAM: 2ND INTERNATIONAL SHIPBUILDING, MARINE ENGINEERING PORT EQUIPMENT EXHIBITION – November 12-16, 1963.

* Apply, Anglian Trade Promotions Ltd., 67-69 Chancery Lane, London, W.C.2. (Tel. Chancery 6561-3).

UNITED KINGDOM

Additions:

LONDON: INTERNATIONAL CARPET, LINOLEUM AND FLOOR COVERINGS FAIR – February 24-28, 1964.

* At Earls Court. Apply, Trade Fairs and Promotions Ltd., Commonwealth House, 1/19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

FARNBOROUGH: 24TH FLYING DISPLAY AND EXHIBITION – September 7-13, 1964. At Royal Aircraft Establishment. Apply, The Society of British Aircraft Constructors, 29 King Street, London, S.W.1. (Tel. Trafalgar 3231).

Nearly 40 Exhibitors at Refrigeration Show

NEARLY FORTY exhibitors displayed a range of commercial equipment at the third International Refrigeration, Air Conditioning and Frozen Foods Exhibition which was opened at Earls Court, London, by Sir Norman Kipping, Director General of the Federation of British Industries, on April 2. The show closed on April 5. Sponsor of the exhibition was World Refrigeration and Air Conditioning.

Among the products of British manufacturers on display were service cabinets designed for the catering trade and hoteliers; integral finned tubing for refrigeration, air conditioning and cooling plants; conversion kits for modifying internal combustion engines for propane; air conditioning units ranging from the newly introduced portable P.A. unit to a '5000' industrial model; and transport refrigeration units.

Officials on a number of stands at the exhibition reported many inquiries concerning their equipment from overseas visitors.

Success of Dairy Engineering Industry In Export Market

REFERENCE to the 'steady increase in exports' in the dairy engineering industry was made by Mr. Christopher Soames, Minister of Agriculture, Fisheries and Food, when he opened the first Dairy Engineering Exhibition at Earls Court, London, on April 1. The show, which closed on April 5, is to be held every four years.

Mr. Soames said: 'No-one visiting this exhibition will be surprised, surely, at the tremendous success the industry has had in developing its exports. In the face of keen competition, exports of dairy machinery have increased steadily over the past years to the present level of some £2¼ million worth a year and many of these exports have been to developing countries where dairying machinery can help significantly in the fight against hunger. No doubt this curve will continue to rise, and certainly this exhibition will help greatly.' Continuing, the Minister said that the future was bound to throw up new problems for the dairy engineering industry as the search for quicker and better methods and for new overseas markets continued. This would call for the same vigour and enterprise as this industry had shown in the past and certainly it would not be lacking in the future. This exhibition was a fine augury of the future; we looked forward to many more to come.

Sponsored by the Dairy Engineers' Association, the object of the exhibition was to present to the dairyman a display of a wide range of equipment and supplies by both British and overseas manufacturers. Interest in the display which occupied more than 50,000 square feet of stand space which included many newly-developed products and processes was evident by the fact that in addition to the large number of visitors from Britain, there were visits by parties of dairymen from nearly 30 overseas countries. The display included milk transport equipment, cream processing and packaging machinery, cheese manufacturing equipment, plant washing and sterilizing equipment, and vending machines. The government research stations and the dairy departments of the universities were also represented.

Mr. Charles Brissenden, president of the Dairy Engineers' Association, who also spoke at the opening, said there were two ways in which the industry contributed to the nation's exports. The first was by selling dairy equipment, machinery and supplies to nearly 100 different countries, and secondly by the way in which the industry provided modern machinery and developed new processes which enabled our home dairy industry to improve the quality of its products and produce them more economically in order to contribute to its own considerable export effort.

'As we strive to expand overseas markets there may be a danger that the home customer could feel somewhat neglected but this is a situation which we in the Dairy Engineering Industry are very anxious to avoid,' he said. 'We realize that success in the export of the kind of goods which we make is very largely dependent upon a healthy market at home and this would be impossible were it not for the thriving and progressive British dairy industry whose interests are your very close concern,' added Mr. Brissenden.

On April 3, Mr. Alan Green, Minister of State, Board of Trade, visited the exhibition *(see opposite page)*.

Glasgow Stages First Business Efficiency Exhibition Since 1952

ON APRIL 1 the Lord Provost of Glasgow, Mrs. Jean Roberts, opened the Business Efficiency Exhibition at the Kelvin Hall. It is eleven years since the Business Equipment Trade Association staged a similar exhibition in the city, and this year over 90 exhibitors displayed their equipment compared with only 60 in 1952. During that short space of time the business equipment industry has made some spectacular strides in its expansion. Production of business equipment in the United Kingdom is now well over £100 million annually. Exports during 1962 were valued at over £43 million, 10 per cent. up on those for 1961 and the highest in the industry's history. The biggest importers of United Kingdom office equipment last year were France, United States, Australia and West Germany, but individual firms are known to export equipment on a world wide basis.

In this context it should be remembered that the industry in Scotland is a vigorous and healthy one involving a considerable amount of capital investment. Scottish factories making business equipment employ 13,000 people, thus providing a valuable source of employment. They manufacture products valued at more than £26 million annually, approximately 50 per cent. of which is exported to many overseas markets.

The selection of equipment included telephone communication systems, a range of dictating equipment to cater for every taste, duplicators, accounting machines, photo copiers and data processing equipment. The more mundane items used in the present-day office, such as typewriters, typewriter ribbons, office furniture and filing cabinets were also there in profusion. The principal Scottish manufacturers were also exhibiting their products, and one firm alone showed equipment worth £¼ million.

There was an unusually large amount of new equipment on display which was being shown for the first time either in the United Kingdom or Scotland and this included a process camera with which printing masters, for use on a small offset machine, can be directly prepared without first making a negative; inter-com. systems specially developed for use in noisy workshops, on the factory floor or on open sites; a fully automatic model of a stencil duplicator with re-designed feed mechanism; a new portable micro-filmer which brings micro-filming within the range of even the small organizations; a new folding door filing cabinet which provides 20 per cent. more filing on the same floor space; and an accounting machine claimed to be the most advanced equipment of its kind in the world.

Mr. Alan Green, Minister of State, Board of Trade (operating machine) with Mr. J. P. Wright, chairman and joint managing director, Wright Hargreaves Engineering Co. Ltd. (*left foreground*), and Dr. E. H. T. Hoblyn director, Food Machines Association, when he visited the Wright Hargreaves stand at the Dairy Engineering Exhibition on April 3.

One of the first two diesel-hydraulic locomotives to go into service in Nyasaland seen being loaded aboard the S.S. *Argyllshire* at Birkenhead. The locomotives are shunters of W. G. Bagnall design, and were built at the Darlington works of Robert Stephenson and Hawthorne. The locomotives, of a new design, will be used for general shunting duties on the main line services in Nyasaland.

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Overseas Trade Section

Anglo-Bulgarian Trade Arrangement and Quota Lists

FOLLOWING discussions between representatives of the two countries from March 11 a Trade Arrangement between Britain and Bulgaria for the three years April 1, 1963, to March 31, 1966, with quota lists for the first year of the Arrangement, was signed in London on April 4, 1963. Trade in each direction between the two countries is expected to increase during the next twelve months.

The Trade Arrangement and the quota lists are reproduced below for the information and benefit of traders:

Trade Arrangement

REPRESENTATIVES of the Government of the United Kingdom of Great Britain and Northern Ireland (hereinafter referred to as the United Kingdom Government) and of the Government of the People's Republic of Bulgaria (hereinafter referred to as the Bulgarian Government) met in London from March 11 to April 4, 1963, and, in a common anxiety to promote the development of trade between their two countries on the basis of mutual benefit and recognizing the desirability of increasing the turnover of trade in both directions from year to year, decided upon the following arrangements as regards mutual trade during the period from April 1, 1963, to March 31, 1966:

1 (a) The list of goods for import from Bulgaria into the United Kingdom (to be known as Annex A) and the list of goods for import from the United Kingdom into Bulgaria (to be known as Annex B) form and will form an integral part of this Arrangement, the period of validity of these lists being specified in the headings thereto.

(b) Representatives of the two Governments will meet, at annual intervals, to negotiate new lists to cover the period of validity of this Arrangement; and at any time at the request of either Government to review its working.

2. The United Kingdom Government will issue upon application during the period of validity of the list the licences necessary for the import, up to the values or quantities shown, of those goods which are specified in the list at Annex A as being subject to specific import licence. No specific import licences are necessary for the other items in that list but if it should prove necessary during the period of validity of the list for the other licensing arrangements applying to these goods to be amended or withdrawn, representatives of the two Governments will meet to discuss alternative arrangements. The United Kingdom Government will make available the sterling necessary for the import of all goods whose import from Bulgaria is covered by specific or open licence.

3. The Bulgarian Government will issue upon application during the period of validity of the list the licences and make available the sterling necessary for the import of those goods which are specified in the list at Annex B up to the values shown, where specified. The Bulgarian trade organizations are competent to purchase these goods and, subject only to commercial considerations of price, quality, and delivery dates, will purchase them from the United Kingdom within the period of validity of that list up to the values shown.

4. Nothing in this Arrangement of itself precludes trade in goods not specifically mentioned in the Annexes thereto.

5. The Two Governments will refrain from discriminatory action and unnecessary restrictions affecting shipping engaged in international trade and will in particular refrain from action tending to hinder the participation of the shipping of either flag in such trade.

6. This Arrangement will be operative from April 1, 1963, until March 31, 1966. It has been drawn up in the English and Bulgarian languages, both versions being equally authoritative.

Done in duplicate in London this fourth day of April, 1963.

On behalf of the Government of the United Kingdom of Great Britain and Northern Ireland.

On behalf of the Government of the People's Republic of Bulgaria.

Imports from the People's Republic of Bulgaria into the United Kingdom during the period April 1, 1963, to March 31, 1964. Goods of Bulgarian origin or manufacture.

ANNEX A

Item No.	Description of Goods		Value £,000 (c.i.f.) unless otherwise stated
1	Electrical equipment and materials, excluding fractional horsepower motors		95 (a)
	Electric motors exceeding 1 kw.	20	
	Power transformers over 50 kw.	20	
	Accumulators	20	
	Electrical insulating products of plastic	5	
	Electrical insulators of porcelain	20	
	Conduit tubes and fittings for electrical installations	10	
2	Station tractors, platform trucks and hoists		40 (a)
3	Machine tools (subject to type)		100 (a)
4	Fresh tomatoes		5 (a)
5	Onions		50 (a)
6	Fresh vegetables other than onions, tomatoes and potatoes		10 (a)
7	Garlic, pickled cucumbers, vine leaves and sauerkraut		120 (a)
	Garlic	15	
	Pickled cucumbers	30	
	Vine leaves	20	
	Sauerkraut	55	
8	Apples and pears		20 (a)
9	Grapes		100 (a)
10	Fresh peaches; nuts and almond kernels; cheese		115 (a)
	Fresh peaches	45	
	Nuts and almond kernels	20	
	Cheese	50	
11	Fresh fruits other than apples, pears, peaches and grapes		15 (a)
12	Dried fruits		350 (a)
13	Dried vegetables		300 (a)
14	Apricot and peach pulp not containing more than 50% by weight of commercial sweetening matter and derived from fruit grown in Bulgaria		1,000 *tons* (*a*)
15	Strawberry and raspberry pulp not containing more than 50% by weight of commercial sweetening matter and derived from fruit grown in Bulgaria		1,500 *tons* (*a*)
16	Other fruit pulp not elsewhere specified (excluding grapefruit, pear and pineapple) not containing more than 50% by weight of commercial sweetening matter and derived from fruit grown in Bulgaria		500 *tons* (*a*)
17	Tomato puree		385 (a)
18	Canned tomatoes		1,000 (a)
19	Tomato juices, fruit juices and syrups, the following:		100 (a)
	Tomato juice	60	
	Fruit juices not containing more than 8% by weight of commercial sweetening matter	20	
	Syrups (flavoured) not containing more than 65% by weight of commercial sweetening matter	20	
20	Canned vegetables other than tomatoes		60 (a)
21	Canned apricots, peaches and plums grown and packed in Bulgaria (of which not more than £30,000 for plums)		50 (a)
22	Canned fruits other than grapefruit, apricot, peach, pear, plum and pineapple (of which not more than £10,000 for strawberries, raspberries and apples taken together)		30 (a)
23	Jam and jelly (of which not more than 770 tons for raspberry, strawberry, blackcurrant and plum jam and jelly taken together)		1,100 tons (a)
24	Frozen vegetables		20 (a)
25	Frozen fruits (of which not more than £55,000 for fruits other than apricots, cherries and peaches and of that £55,000 not more than £15,000 for raspberries and strawberries taken together)		75 (a)
26	Wines and spirits		150 (a)
27	Carbamide, and soda ash		20 (a)
28	Zinc white		10 (a)
29	Sodium nitrate		50 (a)
30	Pharmaceuticals, including galanthamine (Nivalin)		10 (a)
31	Carpets hand-made		150 (a)
32	Fabrics and made-up goods of cotton		15 (a)
33	Silk fabrics		10 (a)
34	Wooden articles and furniture, including pyrographic articles (of which not more than £35,000 for furniture)		100 (a)
35	Basketware (of which not more than £1,500 for wicker, cane and willow ware)		15 (a)
36	Toys and games		25 (a)
37	Pottery and porcelain articles		20 (a)
38	Domestic glassware		15 (a)
39	Fancy goods and Christmas tree decorations (other than textile goods)		30 (a)
40	Leather jackets		100 (a)
41	Leather articles other than jackets and footwear		15 (a)
42	Leather footwear		60 (a)
43	Canned ready-made dishes containing both meat and vegetables		50 (a) (d)
44	Canned meat other than ham, pork loin and poultry (of which not more than £50,000 for pigmeat)		350 (a) (d)
45	Fresh pork meat		p.m. (a) (d)
46	Poultry, uncooked		p.m. (a) (e)
47	Poultry, fully cooked, including canned boneless poultry		200 (a) (f)
48	Butter		788 *tons* (*a*)
49	Books and periodicals		5 (a)
50	Miscellaneous (subject to type)		100 (a)
51	Marble and granite in slabs		30 (c)
52	Films exposed		15 (c)
53	Tobacco		100 (b)
54	Chipboards		50 (c)
55	Lard		200 (c) (d)
56	Horse meat		200 (c)

(*Continued on next page*)

Anglo-Bulgarian Quotas (*Continued*)

Item No.	Description of Goods	Value £,000 (c.i.f.) unless otherwise stated
57	Concrete of roses	10 (c)
58	Beans, haricot	600 (c)
59	Peanuts	50 (c)
60	Ammonium nitrate	50 (c)
61	Maize	700 (c)
62	Sunflower seeds	100 (c)
63	Cotton seeds	150 (c)
64	Vetches seeds	25 (c)
65	Poppy seeds	10 (c)
66	Attar of roses	50 (c)
67	Peppermint and geranium oil	100 (c)
68	Beech, including steamed beech	400 (c)
69	Plywood and unassembled parquet blocks and strips	300 (c)
70	Hides and furs	70 (c)
71	Cotton, rape, maize and sunflower oils	100 (c)
72	Bristles	20 (c)
73	Down and feathers of birds ordinarily used in the United Kingdom as articles of diet, and animal hair	40 (c)
74	Dried herbs and dried drugs	20 (c)
75	Red paprika	15 (c)
76	Onion seeds and other vegetable seeds	20 (c)
77	Coriander and aniseeds	10 (c)
78	Postage stamps	40 (c)
79	Paper and printed matter of a kind covered by Open General Licence	5 (c)
80	Fennel	10 (c)
81	Flax waste	20 (c)
82	Hemp waste	10 (c)
83	Casein	20 (c)
84	Colophony	30 (c)
85	Bone glue	30 (c)

Notes:
(a) Specific import licences are required; (b) Estimate only (licences freely issued); (c) Estimate only (item on Open General or Open Individual Import Licence); (d) Subject to Public Health Imported Food Regulations; (e) Subject to Poultry Carcases Landing Order, 1955; (f) As defined by the Poultry Carcases Landing Order, 1955, subject to Merchandise Marks (Imported Goods) No. 5 Order, S.I. 1934, No. 301.

(*Continued in next column*)

Other Trade and Financial Arrangements

France and Sweden

THE FRENCH *Moniteur Officiel du Commerce International* of February 27, 1963, published details of the further extension of the trade agreement dated March 19, 1963, between France and Sweden.

By an exchange of letters dated February 15, 1963, the arrangement provides for the exchange of trade between Sweden and France, the Republics of Central Africa, Congo, Dahomey, Gabon, Upper-Volta, Chad, the Malagasy Republic and the Islamic Republic of Mauritania, for a further period of one year with effect from January 1, 1963.

French exports to Sweden include cars, vans and lorries.

Swedish exports to France and the overseas Departments and Territories include beer, fish, various food products, lubricating oils and pleasure boats.

Swedish exports to the African States include powdered and condensed milk, butter, prefabricated houses, paper and cardboard and furniture.

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E38, Hillgate House, 35 Old Bailey, London, E.C.4.

Tunisia and Iraq

THE TUNISIAN *Journal Officiel* of February 15, 1963, reports the renewal of the trade agreement between the two countries signed on January 28, 1960, for a period of one year from December 12, 1962.

The lists of goods, which are not exclusive, to be exchanged between the two countries remain unaltered, and, as before, no quotas are fixed.

The French text of the announcement may be seen at the Export Services Branch, Board of Trade, Room E.38, Hillgate House, 35 Old Bailey, London, E.C.4.

Imports from the United Kingdom into the People's Republic of Bulgaria during the period April 1, 1963 to March 31, 1964. Goods of United Kingdom origin or manufacture.

ANNEX B

PART I

The Government of Bulgaria will give general facilities for the import of goods not mentioned in Part II of this list to a value of £8,300,000 and will give facilities especially for the following types:

Breeding livestock, food and agricultural products, and beverages.
Chemicals, pharmaceuticals, fungicides, insecticides, weed killers and fertilizers.
Mineral manufactures.
Ferrous and non-ferrous metals and manufactures thereof.
Machinery, plant, equipment and parts (including electrical), including that for the agricultural, chemical, food and drink, textile, tobacco working, printing, packaging, paper converting, glass making and tanning industries; tractors; machine tools; engines, boilers, turbines and generating sets; pumps; ball and roller bearings; portable power tools and hand tools; data processing and other office machinery; refrigeration equipment.
Radio, radar, television, telecommunication, navigation and signalling equipment (including domestic equipment) and components, and parts thereof.
Railway rolling stock and equipment.
Aircraft, engines and equipment.
New and secondhand ships and boats.
Wood veneers.
Textile yarns and man-made fibres.

PART II

The following specific quotas are established:

Item No.	Description	Value £,000 f.o.b.
1	Leather and leather goods	10
2	Rubber manufactures	30
3	Various papers and cigarette filters	100
4	Textile manufactures and apparel including linoleum and leather cloth	30
5	Film equipment	10
6	Vehicles, motor cycles, motor scooters, bicycles and motor assisted bicycles, spare parts and accessories and service equipment	70
7	Industrial and scientific instruments	30
8	Films exposed	5
9	Books	15
10	Miscellaneous consumer goods, including the following: Clocks, watches and parts; Domestic appliances; Sports goods; Musical instruments, records and recording tapes; Adhesive tapes; Sensitized materials; Hearing aids; Jewellery	15

Double Taxation Convention Between United Kingdom and Israel

THE Double Taxation Convention with Israel which was ratified on February 13, 1963, has now been published as a Schedule to an Order in Council numbered S.I. 1963 No. 616.

Cyprus and U.S.S.R.

THE CYPRUS-U.S.S.R. Trade Agreement which was due to expire on December 31, 1962, has been extended for a further year.

Hints to Businessmen Visiting Sierra Leone

A REVISED edition of the booklet on Sierra Leone has been published in the series of 'Hints to Businessmen'.

British business men who intend visiting that country on export business can obtain copies of the booklet on application to the Directories and Notices Section, Board of Trade, Room 0348, Horse Guards Avenue, London, S.W.1. (Tel. Trafalgar 8855, Ext. 2928).

Reports on Overseas Markets in the *Export Service Bulletin*

IN THE *Board of Trade Journal* of January 11, 1963, a list was published of the Market Reports contained in the weekly Supplement to the *Export Service Bulletin* during the preceding three months. Exporters have found this useful, and it will be brought up to date at quarterly intervals; the list below covers the period January-March 1963 inclusive.

These Market Reports are prepared by H.M. Commercial Officers in overseas countries, and each describes the prospects in a particular territory for the export of certain goods. In many cases they show that openings exist which are at present not being exploited to the full by British exporters. They are written as a result of special inquiries undertaken and of the continuous flow of information arising from daily contacts with British exporters, local consumers, distributors and producers. Information is cross-checked before acceptance.

They thus contain reliable and up-to-date information, collected at first hand on behalf of British industry. While they are not, and do not purport to be, a substitute for market research into openings for the products of individual firms, they do give a general picture of market prospects, the type of competition to be met, the tariff and import licensing position, which no firm in the industry covered by the report can afford to miss if it is currently exporting, or is prepared to consider exporting to the country concerned.

A subscription to the *Bulletin* (which contains much useful information in addition to Market Reports) costs 10 guineas per annum and single copies may be purchased for 2s.; both are obtainable on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 420).

(*Information for United Kingdom Exporters will be found on pages 856-858*).

Market Reports (by Country)

Country	Commodity	Supplement No.
Australia	Floor coverings	1/63
Bahrain	Toys	4/63
Brazil	Books, newspapers, magazines and periodicals	6/63
Brazil	Machine tools	7/63
Canada	Confectionery	5/63
Canada	Gift hollow-ware	12/63
Canada	Luggage	6/63
Canada	Toys and games	6/63
Ceylon	Drugs and pharmaceuticals	2/63 & 3/63
Chile	Industrial and pharmaceutical Chemicals	7/63
Congo Republic	Diesel engines	6/63
Congo Republic	Insecticides, pesticides and herbicides	4/63
Congo Republic	Pharmaceuticals	6/63
Costa Rica	Woollen and worsted fabrics	2/63
Ecuador	Bicycles, including mopeds	10/63
Ecuador	Domestic electrical appliances	11/63
German Federal Republic	Cutlery and Flatware	5/63
German Federal Republic	Hand tools	11/63
German Federal Republic	Perambulators and push-chairs	8/63
Ghana	Earth moving, construction, mining mechanical handling equipment	2/63
Ghana	Food processing machinery	3/63
Greece	Goods and public service vehicles	11/63
Honduras, Republic of	Barbed wire	3/63
Iran	Food processing machinery	11/63
Japan	Dairy machinery	11/63
Jordan	Toilet preparations, cosmetics and perfumery	8/63
Kuwait	Sanitary ware	8/63
Kuwait	Television, record players and radio receivers	7/63
Lebanon	Builders" hardware	6/63
Lebanon	Cosmetics and toilet equipment	2/63
Liberia	Foodstuffs	1/63
Malaya, Federation of	Consultants and contractors	9/63
Malaya, The Federation of, Singapore and The Borneo Territories	Hand tools	10/63
Malaya, Federation of,	Radio, television and related equipment	8/63
Muscat and Oman	Confectionery (inc. biscuits) and Sugar	1/63
Muscat and Oman	Toilet requisites	3/63
Netherlands, The	Agricultural and horticultural machinery	2/63
Netherlands, The	Space heaters	12/63
New Zealand	Parking meters, ticket issuing machines and certain coin in the slot mechanisms	6/63
Nigeria	Office machinery	3/63
Pakistan	Commercial and public service vehicles	11/63
Pakistan	Hospital equipment, medical appliances and dental equipment	11/63
Persian Gulf	Vehicles	12/63
Peru	Bottling and capping machinery	3/63
Peru	Television receivers, radio receivers, record players and tape recorders	7/63
Portugal	Marine diesel engines	7/63
Qatar	Paints, varnishes and lacquers	3/63
South Africa, Republic of	Packaging machinery	11/63
Spain	Scientific and laboratory instruments	9/63
Sweden	Domestic electrical apparatus	4/63
Switzerland	Cutlery and silverware	4/63
Switzerland	Furniture and mattresses	5/63
Thailand	Furniture	8/63
Thailand	Television and radio sets, (valve and transistor), car radios, radiograms and record players	10/63
Trucial States, The (excluding Abu Dhabi)	Domestic hollow-ware and kitchen hardware	6/63
United States of America	Beer	6/63
United States of America	Footwear	11/63

Market Reports (by Commodity)

Commodity	Country	Supplement No.
Baby and Invalid Carriages		
Perambulators and push-chairs	Western Germany	8/63
Boots and Shoes, Slippers etc.		
Footwear	United States of America	11/63
Building Supplies not elsewhere specified		
Builders' hardware	Lebanon	6/63
Sanitary ware	Kuwait	8/63
Ceramic Products		
Gift hollow-ware	Canada	12/63
Chemicals and Allied Products, Oils, Fats, Greases and Paints		
Industrial and Pharaceutical Chemicals	Chile	7/63
Insecticides, pesticides, herbicides	Congo Republic	4/63
Paints, varnishes and lacquers	Qatar	3/63
Pharmaceuticals	Congo Republic	6/63
Contracts		
Consultants and contractors	Malaya (Federation of)	9/63
Cosmetics, Toilet Preparations, Perfumery and Hairdressing Equipment		
Cosmetics and toilet equipment	Lebanon	2/63
Toilet preparations, cosmetics and perfumery	Jordan	8/63
Toilet requisites	Muscat and Oman, The Sultanate of	3/63
Domestic Appliances, Domestic Heating and Cooking Apparatus		
Domestic hollow-ware and kitchen hardware	The Trucial States (except Abu Dhabi)	6/63
Electrical apparatus – Domestic	Sweden	4/63
Electrical appliances – Domestic	Ecuador	11/63
Drugs and Pharmaceutical Preparations		
Drugs and pharmaceuticals	Ceylon	2/63 & 3/63
Foodstuffs, Beverages, Produce and Tobacco		
Beer	United States of America	6/63
Confectionery	Canada	5/63
Confectionery (Inc. biscuits) and sugar	Muscat and Oman	1/63
Foodstuffs	Liberia	1/63
Furniture and Floor Coverings		
Floor coverings	Australia	1/63
Furniture	Thailand	8/63
Furniture and Mattresses	Switzerland	5/63

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries from the London Postal Area concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed to **H.M. Stationery Office, Room D.84, Atlantic House, Holborn Viaduct, London, E.C.1 (City 9876, Ext. 147).**

Inquiries from other parts of the United Kingdom should be addressed to **Cowlishaw & Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon Street, London, E.C.3 (City 3718).**

Market Reports (by Commodity) (*Continued*)

Commodity	Country	Supplement No.
Iron and Steel		
Barbed wire	Honduras, Republic of	3/63
Jewellery, Cutlery, Goldsmiths and Silversmiths Wares		
Cutlery and flatware	Western Germany	5/63
Cutlery and silverware	Switzerland	4/63
Leather Goods:		
Luggage	Canada	6/63
Machinery and Plant		
Earth moving, construction, mining and mechanical handling equipment	Ghana	2/63
Space heaters	Netherlands	12/63
Machinery – Agricultural and horticultural	"	2/63
Machinery – Bottling and capping	Peru	3/63
Machinery – Dairy	Japan	11/63
Machinery – Food processing	Ghana	3/63
Machinery – Food processing	Iran	11/63
Machinery – packaging	South Africa, Republic of	11/63
Machine tools	Brazil	7/63
Marine diesel engines for fishing craft	Portugal	7/63
Parking meters, ticket issuing machines and certain coin in the slot mechanisms	New Zealand	6/63
Medical and Surgical Instruments and Appliances		
Hospital equipment, medical appliances, and dental equipment	Pakistan	11/63
Office Machinery and Equipment		
Machinery – Office	Nigeria	3/63
Paper Printed matter and Stationery		
Books, newspapers, magazines and periodicals	Brazil	6/63
Radio Apparatus:		
Radio, television and related equipment	Malaya, Federation of	8/63
Television and radio sets (valve and transistor), car radios, radiograms and record players	Thailand	10/63
Television receivers, radio receivers, record players, and tape recorders	Peru	7/63
Television, record players and radio receivers	Kuwait	7/63
Scientific and Optical Instruments including those working by Electric:		
Scientific and laboratory instruments	Spain	9/63
Textiles including Yarns, etc.:		
Woollen and worsted fabrics	Costa Rica	2/63
Tools:		
Tools – hand	Germany, Federal Republic of	11/63
Tools – hand	Malaya, Singapore and the Borneo Territories	10/63
Toys, Games and Model Engineering:		
Toys	Bahrain	4/63
Toys and games	Canada	6/63
Vehicles and parts:		
Bicycles, including mopeds	Ecuador	10/63
Commercial and public service vehicles	Pakistan	11/63
Diesel engines	Congo Republic	6/63
Goods and public service vehicles	Greece	11/63
Vehicles	Persian Gulf	12/63

Export Service Bulletin Analysis for Quarter Ended March 31

DURING THE QUARTER ended March 31, 1963, the *Export Service Bulletin* published information about export opportunities open to British firms. Many of these were specific inquiries for goods of British origin, while others were international calls for tender invited by overseas government purchasing bodies.

An abridged classified analysis of these inquiries is given below. Reports covering important economic developments and general economic conditions in most overseas countries have also been published during the quarter. Particulars can be obtained from Export Services Branch, Board of Trade, Room E.11, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433).

Quarter ended March 31, 1963

Commodity Heading	No. of Inquiries
Aircraft and watercraft	85
Boots, shoes and slippers	33
Brushes and brooms	11
Building supplies	129
Ceramic products	45
Chemicals, oils, fats, greases and paints	254
Clothing	65
Contracts	203
Domestic appliances	82
Druggists' sundries	21
Drugs, pharmaceutical preparations	53
Electrical machinery and apparatus	596
Fancy goods	22
Foodstuffs, beverages, produce and tobacco	55
Furniture and floor coverings	51
Glass and glassware	31
Iron and steel	329
Jewellery and cutlery	28
Leather and imitation leather	12
Machinery and plant (including machine tools)	800
Medical and surgical appliances and equipment	75
Mineral products	109
Non-ferrous metals	111
Office machinery and equipment	35
Paper, printed matter and stationery	112
Photographic and cinematographic apparatus and requisites	16
Plastic materials	36
Prefabricated houses and buildings	12
Radio apparatus (including television receivers, record players and tape recorders)	79
Railway and tramway rolling stock	83
Rubber manufactures	47
Scientific and optical instruments	126
Sports goods	8
Textiles	188
Timber and wood manufactures	17
Tools, hand and engineers' small (including portable power tools)	100
Toys, games and model engineering	21
Vehicles and parts	177
Watches and clocks	7

CUSTOMS NOTICES OF INTEREST TO EXPORTERS

THE FOLLOWING Public Notices issued by H.M. Customs and Excise relate to various aspects of export procedure. Copies of these Notices may be obtained from the local Officer of Customs and Excise, whose address appears in the telephone directory, and to whom all inquiries should be addressed, or from the Secretary, H.M. Customs and Excise, King's Beam House, Mark Lane, London E.C.3.

GENERAL

Notice No.	
106	Temporary exportations of samples by British commercial travellers.
113	Scale of charges for the special attendance of an Officer of Customs and Excise given at the request of a merchant or trader.
118	Samples required for the purpose of promoting exports from the United Kingdom: admission without payment of Customs Duty and/or Purchase Tax.
206	Relief from Customs Duty and Purchase Tax for goods temporarily imported for process or repair and subsequent re-exportation.
207	Re-imported goods; relief from Customs Duty and Purchase Tax.
210	Temporary importation of films and similar goods for copying, printing, etc., to fulfil export orders.
427	Declaration of value on Customs export documents.
77E	Purchase Tax – Exports.
49	Temporary importations: International Co-operation.
215	Relief from Customs Duty and Purchase Tax on importation of goods intended for export which are not otherwise eligible for relief.
S.N.6	Notice to Passengers (Exchange Control and Export Licensing). *Notices to Exporters – Exchange Control (issued by H.M. Treasury).

DRAWBACK

218	Drawback on certain imported goods exported without change of state.
219	Drawback on certain exported goods manufactured from imported materials on which duty has been paid.
291	Claims for drawback on goods exported where there has been a variation in the duty rate.
372	Authorization of signatories to drawback claims.
†7	Drawback on mixed or blended beers when exported or deposited in bonded warehouse.
224	The examination of bottled beer, exported on drawback, at the premises of a licensed brewer for sale, or beer dealer as an alternative to examination on the quay.
†276	Drawback on roasted coffee, roasted chicory or mixtures of roasted coffee and roasted chicory.
172	Drawback on hydrocarbon oils.
171	Drawback on hydrocarbon oil used in the United Kingdom in the manufacture of goods not containing hydrocarbon oil.
†56	Drawback on British manufactured saccharin and saccharin goods.
220	Drawback on silk and man-made fibres.
†48	Drawback on sugar, and on composite articles containing sugar, cocoa, etc.
†130 & †130A	Sugar Act, 1956. Surcharge repayment on sugar and molasses. (These Notices should be read in conjunction with Notice No. 48.)
†131	Sugar Act, 1956. Composite goods containing sugar or molasses. Procedure following a change in rate of surcharge, etc., under the Act.
†212	Drawback on blended tea.

* Also obtainable from any Bank.

† The Finance Act, 1962, provides for the making of a Treasury Order affecting drawback of the duty on goods described in this Notice. Exporters concerned with these goods are accordingly advised to consult their local Officer of Customs and Excise as necessary.

Information for United Kingdom Exporters

BRIEF DETAILS are given below of overseas inquiries for United Kingdom products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the *Export Service Bulletin.*

The *Bulletin*, published three times a week, with a weekly Supplement, is available to United Kingdom manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room E.11, Hillgate House, 35 Old Bailey, London, E.C.4. (City 5757, Ext. 433), (Telex 25977). Copies of particular *Bulletins* containing further details of the items referred to below can be obtained from the same address on prepayment of the sum of 2s. per copy.

Calls for Tender

*Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Inquiries by telephone: City 5757, Ext. 406 and 404). Reference numbers should always be quoted. The date given is the closing date for tendering. It refers to the current year unless otherwise indicated. Tender documents are available for loan in those cases marked with an asterisk *.*

AUSTRALIA

Postal Note Paper for Commonwealth Stores Supply and Tender Board. April 23. E.S.B. 11355/63.*

Locomotives for Victorian Railways. May 22. E.S.B. 11496/63.*

Power Station Equipment for the Electricity Commission of New South Wales. May 27. E.S.B. 11356/63.*

Railway Power Signalling and Interlocking System for Queensland Government Railways. May 8. E.S.B. 11493/63.*

BELGIUM

Wire and Cable for Regie des Telegraphes et des Telephones de Belgique. April 24. E.S.B. 11463/63.*

BURMA

Stationery for Ministry of Defence. April 26. E.S.B. 11498/63.*

Civil Stores Committee:

Hand Tools. April 22. E.S.B. 11485/63.*
Electric Motors. April 23. E.S.B. 11483/63.*
Telephone Equipment. April 23. E.S.B. 11481/63.*
Grinders. April 22. E.S.B. 11486/63.*
Diesel Engine; Air Compressors. April 23. E.S.B. 11482/63.*
Spanners and Wrenches. April 22. E.S.B. 11430/63.*
Manilla Rope. April 24. E.S.B. 11429/63.*
Electrodes. April 24. E.S.B. 11428/63.*
Cast Steel; Spirit Levels; Plumb Bobs. April 22. E.S.B. 11487/63.*
Tyres and Inner Tubes. April 24. E.S.B. 11484/63.*

CEYLON

Asbestos Sheets for Government Stores Department. (Further Information.) Tender documents now available. E.S.B. 10696/63.*

CYPRUS

Electricity Authority of Cyprus:

Electricity Distribution Materials. April 30. E.S.B. 11459/63.*
Oil Circuit Breakers. May 21. Tenders sent by post must reach Nicosia Post Office at least 48 hours before closing date. E.S.B. 11460/63.*
Electricity Meters; Time Switches. May 21. E.S.B. 11461/63.*
Street Lighting Equipment. May 21. E.S.B. 11462/63.*

ECUADOR

Electrical Equipment for El Instituto Ecuatoriano de Electrificacion. (Further Information.) Closing date postponed to May 8. E.S.B. 9487/63.

EGYPT

Misr Beida Dyers, S.A.E.:

Dyestuffs. April 23. E.S.B. 11431/63.*
Dyestuffs. April 24. E.S.B. 11432/63.*
Dyestuffs. April 24. E.S.B. 11433/63.*
Dyestuffs. April 24. E.S.B. 11434/63.*
Dyestuffs. April 23. E.S.B. 11435/63.*

ETHIOPIA

Locomotive and Railway Parts for Railway Administration. April 22. E.S.B. 11464/63.*

FORMOSA

Textile Machines for China Wool Textiles Inc. April 23. E.S.B. 11000/63.*

GHANA

Fertilizers for Ghana Supply Commission. (Further Information.) E.S.B. 10684/63.

INDIA

Diesel Generating Sets for Hindustan Shipyard Ltd. (Further Information.) Tender documents now received. E.S.B. 10085/63.*
Penstock Gates and Hoists for Construction Circle No. 1. (Further Information.) Closing date postponed to April 28. E.S.B. 783/63.
Water Treatment Plant for National Coal Development Corporation Limited. May 30. E.S.B. 11869/63.
Tie Rods with Accessories for Madras Port Trust. July 19. E.S.B. 11867/63.*
Bridge Construction for Calcutta Port Commissioners. (Further Information.) Closing date postponed to July 1. E.S.B. 6544/63.
Electrical Equipment for Madhya Pradesh Electricity Board. (Further Information.) Closing date postponed to May 10. E.S.B. 7765/63.
Refrigeration Plant for Stores Purchase Committee, Bangalore. April 23. E.S.B. 12103/63.*
Power Plant for Posts and Telegraphs, New Delhi. May 1. E.S.B. 11897/63.*

Procurement Circle, Hoshiarpur:

Volt Milliameter. April 29. E.S.B. 12121/63.
Cable. May 9. E.S.B. 12122/63.

Hindustan Steel Limited:

Portable Stands for Slag Ladle. May 4. E.S.B. 11825/63.
C.I. Castings. May 7. E.S.B. 11826/63.
Steel Castings. May 18. E.S.B. 11827/63.

Maharashtra State Electricity Board:

Electrical Measuring Instruments. (Further Information.) Tender documents now available. E.S.B. 10669/63.*
H.T. Metering and Control Panels. (Further Information.) Tender documents now available. E.S.B. 10673/63.*
Transformers. (Further Information.) Tender documents now available. E.S.B. 10672/63.*
Metering Equipment. (Further Information.) Tender documents now available. E.S.B. 10671/63.*
Oil Filtering Equipment. (Further Information.) Tender documents now available. E.S.B. 10670/63.*

Atomic Energy Establishment:

Microscopes. (Further Information.) Tender documents now available. E.S.B. 11344/63.*
Cathodic Vacuum Etching Unit. (Further Information.) Tender documents now available. E.S.B. 10928/63.*
Industrial Polaroid Unit. Tender documents now available. E.S.B. 10926/63.*
Metallograph. May 10. E.S.B. 11818/63.
Press. May 20. E.S.B. 11823/63.
Testing Instrument. May 21. E.S.B. 11809/63.
Monochromator. May 16. E.S.B. 11821/63.
Thermal Analysis Unit; Balance. May 3. E.S.B. 11812/63.*
Grinder. May 13. E.S.B. 11819/63.
Exhaust Fans. (Further Information.) E.S.B. 10927/63.*
Universal Testing Machine. May 2. E.S.B. 11811/63.
Hydraulic Press and Ram. May 8. E.S.B. 11816/63.
Aluminium Alloy and Pipes. May 6. E.S.B. 11815/63.
Autocollimators. May 7. E.S.B. 11814/63.
Machine Tools. May 9. E.S.B. 11817/63.
Kymograph. April 24. E.S.B. 11807/63.

SHIPPING & FORWARDING: COLLECTION SERVICES: AIR FREIGHT & GROUPAGE: PACKING: IMPORTS: TRAVEL: INSURANCE

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Information for U.K. Exporters (*Continued*)

Tensile Testing Unit. May 6. E.S.B. 11813/63.
Bench Centres. (Further Information.) Tender documents now received. E.S.B. 10929/63.*
Programme Controller. May 20. E.S.B. 11808/63.
Pressure Transmitter. May 17. E.S.B. 11822/63.
Temperature Bath. May 14. E.S.B. 11820/63.
Film Processing Equipment. April 25. E.S.B. 11805/63.
Microscopes. April 26. E.S.B. 11346/63.
Heating Elements. April 30. E.S.B. 11345/63.
Hardness Tester. May 9. E.S.B. 11347/63.

IRAN

Telephone Equipment for Ministry of P.T.T. May 25. E.S.B. 12105/63.*
Telephone Exchange and Equipment for Tehran Electricity Board. May 19. E.S.B. 12106/63.*

IRAQ

Timber for Iraqi Republican Railways. May 5. E.S.B. 11421/63.*

Ministry of Defence:
Damp-proof Bags. April 29. E.S.B. 11406/63.
Medicines. April 29. E.S.B. 11407/63.
Televisions; Radios; Fans. April 29. E.S.B. 11405/63.

ITALY

Tank Trailers for Headquarters, Allied Land Forces, Southern Europe. May 24. E.S.B. 11863/63.*

KOREA

Office of Supply:
Copper, Steel Wire; Splicing Sleeves. May 1. E.S.B. 12107/63.*
Metal Parts for Railway; Timber. April 29. E.S.B. 11828/63.*

KUWAIT

Petro-Chemical Project for the Ministry of Finance and Industry. (Further Information.) E.S.B. 9169/63.

MALAYA

Water Treatment Plant for Public Works Department. May 7. E.S.B. 11874/63.

NEW ZEALAND

Insulating and Fibre Sheets for General Post Office. May 13. E.S.B. 11890/63.*
Underground Cable for Wellington City Corporation. April 30. E.S.B. 11804/63.*
Paper for Government Printing Office. April 29. E.S.B. 11882/63.*

Electricity Department, Wellington:
Transmission Line Towers. June 18. E.S.B. 11888/63.*
Circuit Breakers. June 25. E.S.B. 11889/63.*

NIGERIA

Transformers for Electricity Corporation of Nigeria. April 29. E.S.B. 11824/63.

PAKISTAN

Cable Route Detectors for Pakistan Telegraph and Telephone Department. (Further Information.) E.S.B. 10096/63.

Directorate of Supply:
Agricultural Machinery. April 25. E.S.B. 11870/63.*
Dairy and Milling Plant. April 23. E.S.B. 11872/63.*
Blue Printing Machine; Drafting Machine. April 22. E.S.B. 11871/63.*

RHODESIA AND NYASALAND

Printing and Binding for Federal Tender Board. May 3. E.S.B. 11880/63.*

SOUTH AFRICA

Flow Meter for City Treasurer's Department, Johannesburg. April 23. E.S.B. 11381/63.*
Drugs and Chemicals for Tender Advisory Board. April 24. E.S.B. 11868/63.*

South African Railways:
Spectrographs. May 30. E.S.B. 11447/63.*
Railway Signalling Apparatus. (Further Information.) Closing date postponed to June 14. E.S.B. 37636/62.

State Tender Board:
Laboratory Equipment. May 2. E.S.B. 11877/63.*
Laboratory Apparatus. May 1. E.S.B. 11875/63.*
Metal Working Machines. May 2. E.S.B. 11891/63.*
Chemicals. May 2. E.S.B. 11894/63.*
Laboratory Equipment. May 1. E.S.B. 11893/63.*
Laboratory Equipment. May 1. E.S.B. 11892/63.*
Laboratory Glassware: Chemicals. May 3. E.S.B. 11878/63.*
Laboratory Apparatus. May 2. E.S.B. 11876/63.*

SOUTH VIETNAM

Tyres and Tubes for Central Purchasing Authority. April 26. E.S.B. 11382/63.*

SPAIN

Crane Tracks for Junta de Obras y Servicios del Puerto. April 29. E.S.B. 11801/63.
Expansion of Bilbao Port for Ministry of Public Works. (Further Information.) April 26. E.S.B. 4055/63.

SUDAN

Welding Set for Sudan Railways. May 2. E.S.B. 12114/63.*

SYRIA

T.V. Assembly Plant for Syrian General Organization. May 25. E.S.B. 11442/63.

THAILAND

Bearings for State Highways Department. April 22. E.S.B. 11854/63.
Meters for Provincial Electricity Authority. April 23. E.S.B. 11850/63.*

State Railways of Thailand:
Paint Brushes. April 26. E.S.B. 11833/63.
Hose Pipe. April 24. E.S.B. 11832/63.
G.I. Pipe. April 23. E.S.B. 11849/63.
Typewriter Ribbon. April 23. E.S.B. 11834/63.
Galvanized Iron Tanks. April 24. E.S.B. 11844/63.

TURKEY

Refrigerating Compressors. for Denizciliki Bankasi Tao. April 26. E.S.B. 11829/63.*

UNITED STATES OF AMERICA

Pumping Units for United States Bureau of Reclamation. (Further Information.) April 25. Tender documents now available for loan. E.S.B. 39847/62.*

Agency and Export Opportunities, Market Surveys, Etc.

Further details of the items referred to below are contained in recent issues of the Export Service Bulletin, or Supplement, copies of which can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (inquiries by telephone: City 5757, Ext. 427), on prepayment of the sum of 2s. per copy. The reference number should be quoted in all inquiries.

Australia
Agency inquiry for door furniture. (E.S.B. 11279/63.)
Agency inquiry for domestic electrical equipment. (E.S.B. 7479/63.)
Inquiry for biscuits. (E.S.B. 10873/63.)
Manufacture under licence – fluorescent lamp equipment. (E.S.B. 11966/63.)

Belgium
Agency inquiry for pharmaceutical products; confectionery dietetic foodstuffs; cosmetics. (E.S.B. 11594/63.)
Inquiry for metal fabrications; plastics. (E.S.B. 10856/63.)

Belgium/Luxembourg
Economic report, January/February 1963. (C.R.E. 3476/G.)

Bolivia
Inquiry for cooking stoves. (E.S.B. 11593/63.)

Canada
Agency inquiry for foodstuffs; chocolate; twine. (E.S.B. 11235/63.)
Agency inquiry for woollen and worsted piece-goods; knitwear; men's clothing. (E.S.B. 11501/63.)
Agency inquiry for Christmas decorations; crockery. (E.S.B. 11210/63.)
Inquiry for agricultural equipment – further information. (E.S.B. 5630/63.)
Inquiry for automotive accessories. (E.S.B. 11194/63.)

Ceylon
Inquiry for plant for manufacturing oil seals and gaskets. (E.S.B. 11240/63.)

Costa Rica
Inquiry for machinery for manufacturing hardware and sanitaryware. (E.S.B. 11135/63.)

Czechoslovakia
Foreign Trade Organization. (C.R.E. 1772/63.)

Egypt
Inquiry for trolley buses. (E.S.B. 22297/62.)

Finland
Agency inquiry for raw materials for food industry; packaging materials. (E.S.B. 11300/63.)
Agency inquiry for footwear materials and accessories. (E.S.B. 8718/62.)

France
Agency inquiry for foodstuffs; confectionery. (E.S.B. 11598/63.)
Agency inquiry for building materials. (E.S.B. 11714/63.)
Agency inquiry for piece-goods; clothing; knitwear. (E.S.B. 11656/63.)
Agency inquiry for builders' hardware; tools. (E.S.B. 11702/63.)
Agency inquiry for building materials. (E.S.B. 11610/63.)
Agency inquiry for sanitaryware; chinaware; floor tiles; plastics floor covering. (E.S.B. 11650/63.)
Agency inquiry for furniture; household goods. (E.S.B. 11250/63.)
Agency inquiry for materials for porcelain industry. (E.S.B. 38174/63.)
Agency inquiry for building materials; damp-proofing materials. (E.S.B. 2614/63.)
Inquiry for furniture; carpets. (E.S.B. 11569/63.)
Manufacture under licence – heating apparatus; sanitary equipment; washing tanks. (E.S.B. 10705/63.)

France/Denmark
Trade Agreement. (C.R.E. 4304/G.)

France/Norway
Trade Agreement. (C.R.E. 5772/G.)

Germany (Federal Republic of)
Agency inquiry for electrical hand tools. (E.S.B. 8587/63.)
Agency inquiry for plastics. (E.S.B. 11092/63.)
Inquiry for yarns. (E.S.B. 10139/63.)
Economic report, March 25-31, 1963. (C.R.E. 1479/G.)

Greece
Inquiry for foodstuffs; packaging machinery and materials; ships' supplies; cleansing materials. (E.S.B. 8229/63.)
Economic report, February 1963. (C.R.E. 4828/2/G.)
Public power corporation purchasing procedure. (E.S.B. 9663/63.)

(*Continued on next page*)

British Commercial Representatives Overseas

THE FOLLOWING amendments should be made to the list of British Commercial Representatives Overseas which was published in the *Board of Trade Journal* of March 29:

BELGIUM: the address of the Consulate-General, Antwerp should read 105, Frankrijlei.

CUBA: the initials of Mr. Scott, H.M. Counsellor (Commercial) should read P. H.

LAOS: insert the street address of the British Embassy, Route Phong Xay. The P.O. Box number, i.e. 224, remains unchanged.

SYRIAN ARAB REPUBLIC: as from March 25 the address and telephone numbers of the British Embassy, Damascus are: Kotob Building, 3rd-4th Floor, Walid Ibn Abdul-Malek Street, Malki Street, Damascus. (Tel. 32561-2-3). The P.O. Box number, i.e. 37, remains unchanged.

BRITISH HONDURAS: The entry relating to the British Trade Correspondent in Belize was incorrectly shown on page vii (see *Board of Trade Journal* of March 29); the entry should be amended to read:

BRITISH HONDURAS: The Principal Secretary, Ministry of Natural Resources, Commerce and Industry, Belize.

and placed in proper alphabetical order after **BORNEO (North)**.

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✦ COMPACT REFERENCE TO TRENDS IN INDUSTRY ✦

Information for U.K. Importers (*Continued*)

Indonesia
Inquiry for machinery and plant; steel pipes; water pumps. (E.S.B. 11595/63.)
Economic report, January 1963. (C.R.E. 1062/63.)

Iran
Economic report, February 1963. (C.R.E. 3562/3/G.)

Israel
Economic report, February 1963. (C.R.E. 3000/G.)
Economic report for 1962. (C.R.E. 3000/G/4.)

Italy
Inquiry for materials for electronic components. (E.S.B. 9209/63.)

Jamaica
Agency inquiry for hospital equipment. (E.S.B. 11133/63.)

Japan
Inquiry for chiffon velvet. (E.S.B. 11153/63.)
Inquiry for piece-goods; knitwear. (E.S.B. 10724/63.)

Kuwait
Inquiry for vehicles and spare parts; garage accessories. (E.S.B. 3036/63.)

Malaya
Agency inquiry for marine stern gear. (E.S.B. 11511/63.)

Malaya, Singapore, North Borneo, Brunei and Sarawak
Market report on cosmetics and toilet preparations. (E.S.B. 7892/63.)

Netherlands
Agency inquiry for rolling mill products; ferrous and non-ferrous metals; power and hand tools. (E.S.B. 11218/63.)
Agency inquiry for carpets. (E.S.B. 10594/63.)
Agency inquiry for cotton yarns. (E.S.B. 11606/63.)
Economic report, January/February 1963. (C.R.E. 3476/G.)

Nicaragua
Agency inquiry for glass bottles; plastics containers. (E.S.B. 10476/63.)

Nigeria
Inquiry for refrigerated railway wagons and vehicles. (E.S.B. 11726/63.)

North America
Visits of department store buyers. (E.S.B. 9038/63.)

Pakistan
Agency inquiry for domestic electrical appliances; electrical accessories. (E.S.B. 11527/63.)
Inquiry for machine tools; machinery and plant. (E.S.B. 10858/63.)
Inquiry for pipemaking machinery. (E.S.B. 11645/63.)
Inquiry for machinery and plant. (E.S.B. 5981/63.)

Philippine Republic
Inquiry for ferrous and non-ferrous metals; rubber belting; machine shop tools; machinery and plant. (E.S.B. 6072/63.)
Economic report, February 1963. (C.R.E. 1323/63.)

Singapore
Agency inquiry for jewellery; wallets. (E.S.B. 11745/63.)

South Africa
Agency inquiry for textiles. (E.S.B. 11238/63.)
Market report on roadmaking machinery and construction equipment. (E.S.B. 5575/63.)

Spain
Inquiry for rags. (E.S.B. 7609/63.)
Development in the Bilbao district – February 1963. (C.R.E. 2450/63.)

Sweden
Agency inquiry for gaskets. (E.S.B. 9697/63.)
Agency inquiry for rubber goods; nuts and bolts; exhaust piping. (E.S.B. 9687/63.)
Agency inquiry for housewares; toys; nursery equipment. (E.S.B. 10440/63.)
Agency inquiry for candle sticks. (E.S.B. 11597/63.)
Agency inquiry for car safety belts. (E.S.B. 10756/63.)

Switzerland
Inquiry for plastics floor covering. (E.S.B. 10743/63.)

Turkey
Inquiry for packaging machinery. (E.S.B. 11581/63.)

United States of America
Agency inquiry for temperature control valves; flexible hose. (E.S.B. 11052/63.)
Inquiry for valves and cones for tubeless tyres. (E.S.B. 11098/63.)
Inquiry for clutch and brake unit; washing-drying machine; bronze ingots – further information. (E.S.B. 35860/62.)
Inquiry for wire for clothes pegs. (E.S.B. 11982/63.)
Inquiry for photo duplicating paper. (E.S.B. 11651/63.)
Inquiry for radio and reproduction equipment; fractional electric motors – further information. (E.S.B. 37863/62.)
Inquiry for building materials and hardware. (E.S.B. 8051/63.)
Inquiry for pigment colours. (E.S.B. 11552/63.)
Manufacture under licence – electronic and radio equipment. (E.S.B. 10424/63.)

Uruguay
Inquiry for commercial vehicles; workshop equipment. (E.S.B. 11601/63.)

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Tariff, Customs, Import and Other Regulations in Overseas Countries

Registered Trade Mark (rtm) Goods in Overseas Tariff Lists

THE LISTS OF TARIFF, Customs and Import regulation changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be prefixed by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

AUSTRALIA

Details of Tariff Changes (including Temporary Duties)

DETAILS are given below of the changes made in the Australian Tariff by Customs Proposals which came into effect on March 29, 1963. Deletions from and additions to the Customs Tariff are shown by square brackets and italics respectively.

Tariff Item	Goods	Former Duties: British Preferential	Former Duties: Most-Favoured-Nation	Former Duties: General	New Duties: British Preferential	New Duties: Most-Favoured-Nation	New Duties: General
181	Electrical articles and materials, viz.:						
	(H) Capacitors, fixed or variable:						
	[(1) Static, power factor correction, having a rating of 1 kVAr. or higher . *ad val.*	22½%	50%	50%	No change (Under new Item 181 (H) (3))		
	(2) Electrolytic, including multiple units:						
	(a) Having a rating exceeding 100 volts . . . per capacitor in the unit or *ad val.* whichever rate returns the higher duty.	— 22½%	7d. 57½%	7d. 57½%	90% *ad val.*	100% *ad val.*	100% *ad val.*
	And, in addition, except in respect of goods which were in direct transit to Australia on or before March 6, 1962, and had not been entered for warehousing before March 6, 1962, a temporary duty of . . . . *ad val.*	17½%	—	—	— (Under new Item 181 (H) (4) (b))	—	—
	(b) Other . . . . . per capacitor in the unit or *ad val.* whichever rate returns the higher duty.	— 22½%	3d. 57½%	3d. 57½%	90% *ad val.*	100% *ad val.*	100% *ad val.*
	And, in addition, except in respect of goods which were in direct transit to Australia on or before March 6, 1962, and had not been entered for warehousing before March 6, 1962, a temporary duty of per capacitor in the unit	3d.	3d.	3d.	— (Under new Item 181 (H) (4) (a))	—	—
	(3) Variable or adjustable, of capacities exceeding 0·0001 microfarad and not exceeding 0·001 microfarad, including such capacitors when ganged provided at least one capacitor in the gang is of capacity exceeding 0·0001 microfarad and not exceeding 0·001microfarad, not covered by paragraph (7) per capacitor in the unit or gang or *ad val.* whichever rate returns the higher duty.	1s. 1½d. 27½%	2s. 7½d. 45%	2s. 7½d. 45%	No change (Under new Item 181 (H) (2) (b))		
	(4) Variable or adjustable, midget, of 0·0001 microfarad capacity or less, not covered by paragraph (7) . . . . . each or *ad val.* whichever rate returns the higher duty.	9d. 27½%	1s. 3d. 45%	1s. 3d. 45%	No change (Under new Item 181 (H) (2) (a))		
	(5) Mica, fixed . . . . . each or *ad val.* whichever rate returns the higher duty.	3d. 27½%	4d. 45%	4d. 45%	No change (Under new Item 181 (H) (5) (b))		
	(6) Other, including paper and ceramic:						
	(a) Paper capacitors having a capacity of 2·0 microfarads or higher . *ad val.*	22½%	50%	50%	90%	100%	100%
	And, in addition, except in respect of goods which were in direct transit to Australia on or before March 6, 1962, and had not been entered for warehousing before March 6, 1962, a temporary duty of . . . . each	1s. 6d.	1s. 6d.	1s. 6d.	— (Under new Item 181 (H) (5) (a))	—	—
	(b) Ceramic . . . . . *ad val.*	22½%	50%	50%	90%	100%	100%
	And, in addition, except in respect of goods which were in direct transit to Australia on or before March 6, 1962, and had not been entered for warehousing before March 6, 1962, a temporary duty of . . . . per 100	7s. 6d.	7s. 6d.	7s. 6d.	— (Under new Item 181 (H) (5) (c))	—	—
	(c) Plastic . . . . . *ad val.*	22½%	50%	50%	90%	100%	100%
	And, in addition, except in respect of goods which were in direct transit to Australia on or before March 6, 1962, and had not been entered for warehousing before March 6, 1962, a temporary duty of . . . . per 100	17s. 6d.	17s. 6d.	17s. 6d.	— (Under new Item 181 (H) (5) (d))	—	—
	(d) Other . . . . . *ad val.*	22½%	50%	50%	90% (Under new Items 181 (H) (2) (c), (H) (5) (a) and (H) (5) (e))	100%	100%
	(7) Of types used as standards or references for comparison and measuring purposes] *ad val.*	27½%	45%	45%	No change (Under new Item 181 (H) (1))		
	(1) *Of types used as standards or references for comparison and measuring purposes ad val.*	No change (Under former Item 181 (H) (7))			27½%	45%	45%
	(2) *Variable including trimmers or padders, not covered by paragraph* (1):						
	(a) *Of* 0·0001 *microfarad capacity or less . . . . . each or ad val. whichever rate returns the higher duty.*	No change (Under former Item 181 (H) (4))			9d. 27½%	1s. 3d. 45%	1s. 3d. 45%
	(b) *Of capacities exceeding* 0·0001 *microfarad and not exceeding* 0·001 *microfarad, including such capacitors when ganged provided at least one capacitor in the gang is of capacity exceeding* 0·0001 *microfarad and not exceeding* 0·001 *microfarad per capacitor in the unit or gang or ad val. whichever rate returns the higher duty.*	No change (Under former Item 181 (H) (3))			1s. 1½d. 27½%	2s. 7½d. 45%	2s. 7½d. 45%
	(c) *Other . . . . . ad val.*	22½% (Under former Item 181 (H) (6) (d))	50%	50%	90%	100%	100%
	(3) *Fixed, power factor correction, having a rating of* 1 *kVAr. or higher . ad val.*	No change (Under former Item 181 (H) (1))			22½%	50%	50%

(*Continued on next page*)

Australia (*Continued*)

Tariff Item	Goods	Former Duties			New Duties		
		British Preferential	Most-Favoured-Nation	General	British Preferential	Most-Favoured-Nation	General
	(4) *Electrolytic:*						
	(*a*) *Working voltage rating, 100 volts or less* . . . . . *ad val.*	22½%	57½%	57½%	90%	100%	100%
		or per capacitor in the unit					
		—	3d.	3d.			
		whichever rate returns the higher duty plus a temporary duty of per capacitor in the unit					
		3d.	3d.	3d.			
		(Under former Item 181 (H) (2) (b))					
	(*b*) *Other* . . . . . *ad val.*	22½%	57½%	57½%	90%	100%	100%
		or per capacitor in the unit					
		—	7d.	7d.			
		whichever rate returns the higher duty plus a temporary duty of					
	ad val.	17½%	—	—			
		(Under former Item 181 (H) (2) (a))					
	(5) *Other:*						
	(*a*) *Paper* . . . . . *ad val.*	22½%	50%	50%	90%	100%	100%
		(Under former Item 181 (H) (6) (d))					
	ad val.	22½%	50%	50%			
		and a temporary duty of					
	each	1s. 6d.	1s. 6d.	1s. 6d.			
		(Under former Item 181 (H) (6) (a))					
	(*b*) *Mica* . . . . . *each*	No change			3d.	4d.	4d.
	or ad val.	(Under former Item 181 (H) (5))			27½%	45%	45%
	whichever rate returns the higher duty.						
	(*c*) *Ceramic* . . . . . *ad val.*	22½%	50%	50%	90%	100%	100%
		plus a temporary duty of per 100					
		7s. 6d.	7s. 6d.	7s. 6d.			
		(Under former Item 181 (H) (6) (b))					
	(*d*) *Plastic* . . . . . *ad val.*	22½%	50%	50%	90%	100%	100%
		plus a temporary duty of per 100					
		17s. 6d.	17s. 6d.	17s. 6d.			
		(Under former Item 181 (H) (6) (c))					
	(*e*) *Other* . . . . . *ad val.*	22½%	50%	50%	90%	100%	100%
		(Under former Item 181 (H) (6) (d))					
280	(V) (*New sub-item*) *Phthalic esters, n.e.i., being chemicals, but not including cellulose acetate phthalate* . . . . . *ad val.*	Free	7½%	7½%	Free	7½%	7½%
	AND, IN ADDITION, TEMPORARY DUTIES as follows: . . . . . *per ton*	—	—	—	£25	£25	£25
	and, for each £1 or part thereof by which the f.o.b. price is less than £175 per ton *per ton*						
	provided that, in respect of such goods in direct transit to Australia on March 1, 1963, which are entered for home consumption on arrival, no temporary duty shall be payable.	(Under Item 281 (L) (1))			£1	£1	£1

Note: Specific rates are shown in Australian currency: £A125 = £ Sterling 100.

Revision of Customs By-laws

THE AUSTRALIAN Department of Customs and Excise have announced changes in the By-laws shown below:

New By-laws

The undermentioned goods will be admitted under the following tariff items until further notice:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
DRUGS, CHEMICALS AND MEDICINES:		
Medicines, viz.:		
Betamethasone	285 (B) (1)	Free

Amended By-laws

The following By-laws have been amended to apply to the goods as shown:

ELECTRICAL APPLIANCES AND MATERIALS, viz.:		
Transistors and semi-conductor devices, otherwise classifiable under Tariff Item 181 (J) (3), and parts therefor, viz.:		
Diodes:		
Germanium, water or forced air-cooled types		
Microwave, suitable for use above 2,000 mcs.		
Silicon, with current ratings exceeding 500 milliamperes at 100° Centigrade, or exceeding 750 milliamperes at 75° Centigrade		
Tunnel		
Varactor, radio frequency type, suitable for use above 2,000 mcs. . . .	449 (A) (1)	Free
Zener		
Photo sensitive		
Resistors, voltage dependent		
Switches, NPNP or PNPN, being gated semi-conductor rectifiers . . .		
Transistors, silicon		
WOVEN TEXTILE FABRICS:		
Having a textile fibre content in chief part by weight of cotton, containing not less than 20% by weight of man-made fibres calculated on the textile fibre content and, if containing wool, containing less than 20% by weight of wool calculated on the textile fibre content, as follows:		

Import Licensing Relaxations

AS ANNOUNCED in the *Board of Trade Journal* of March 8, 1963 (page 596), the Australian Department of Trade has advised that aluminium and aluminium alloy waste, scrap, strip, wire, bars, rods, angles, etc., are removed from import licensing control as from March 1, 1963.

Consequent upon this decision, the revised Schedule of Categories, details of which were published in the *Board of Trade Journal* of November 2, 1962 (page 916), should be amended as follows:

Category Item	Short Description	Licensing Treatment
Delete:		
139 A 3	Aluminium and aluminium alloy waste and scrap . .	ADM.
ex 139 B 1	Aluminium strip and aluminium alloy strip for use in the manufacture of venetian blinds	A
ex 139 B 1	Aluminium wire of solid section	ADM.
ex 139 B 1	Aluminium alloy wire of solid section	ADM.
ex 139 B 1	Aluminium bars, rods, angles, etc.	ADM.
ex 139 B 1	Balance – aluminium alloy bars, rods, angles, etc. . .	ADM.
ex 139 B 2	Aluminium alloy strip not included in Item 139 B 1 for use in the manufacture of venetian blinds	A
ex 139 B 2	Balance – aluminium alloy bars, rods, angles, etc. . .	ADM.
208 P	Aluminium alloy strip – 'S'-shaped	A

Tariff Board Inquiries

THE AUSTRALIAN Minister for Trade has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of **phthalic esters** (Tariff Item 280(V)).

Details of this Tariff Item appear under the heading 'Tariff Changes' on this page.

This matter has been reported by telegraph by the British Senior Trade Commissioner at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in these instances should be given to the Australian authorities **not later than April 26, 1963.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Depart-

ment, Board of Trade, Horse Guards Avenue, London, S.W.1, quoting reference No. C.R.E. 3661/63.

The Australian Minister for Trade has also referred to the Tariff Board for inquiry and report the question whether **detergent alkylates** from U.S.A. should be gazetted under Section 7 of the Customs Tariff (Dumping and Subsidies) Act, 1961. Details of the provisions of Section 7 of the above-mentioned Act were published in the *Board of Trade Journal* on November 30, 1962 (pages 1132/1133).

This inquiry will be held concurrently with the Inquiry on detergent alkylates announced in the *Board of Trade Journal* of December 14, 1963 and December 21, 1963.

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
In the grey (i.e. both 'in the gum' and 'boiled off'), in widths exceeding 30 centimetres, for use in the manufacture of screen printed or roller printed textile fabrics, under security, and subject to the following conditions: (i) the importer shall be a person to whom the Minister has issued a certificate of registration, for a specified period, for the purpose of this By-law (ii) the quantity of fabric so entered by such registered person shall not exceed that authorized by the Minister for entry for home consumption during the currency of the aforesaid registration certificate (iii) the fabric shall not be used in the printing of labels (iv) the fabric shall not be used in the production of printed fabrics, the patterns of which, in the opinion of the Minister, are such that the printed fabric could reasonably be expected to be used as a lining or interlining.	464 (C) (1) (c) (2)	Free

Cancelled By-laws

The following goods are removed from the provisions of By-law entry and will now be classified under the substantive item indicated:

COLOURS, DRY: Titanium oxide, anatase type . . .	231 (E) (3)	£28 per ton

Decisions on Tariff Classifications

THE AUSTRALIAN Department of Customs and Excise have announced the following decisions on the application of the Australian Tariff:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
DRUGS, CHEMICALS AND MEDICINES: Alkyl sulphonic esters of phenol or cresols or phenol and cresols of types suitable for use as artificial resin plasticizers – as a substitute for phthalic esters (see Substitute Notice No. 20 below)	280 (V)	Free and in addition, temporary duties of £25 per ton and for each £1 or part thereof by which the f.o.b. price is less than £175 per ton, £1 per ton.

Note: Specific rates are shown in Australian currency: £A125 = £ Sterling 100.

Substitute Notice

THE AUSTRALIAN Customs and Excise Substitute Notice No. 1 (published in full in the *Board of Trade Journal* on January 12, 1962, page 82) is amended by Substitute Notice No. 20, as follows:

Substitute Notice No. 20

Substitute Notice No. 1 is amended by inserting in the first and second columns the goods as shown below:

First Column (Substitute)	Second Column (Dutiable Goods for which Goods in First Column are Substitutes)
By inserting: Alkyl sulphonic esters of phenol or cresols or phenol and cresols of types suitable for use as artificial resin plasticizers.	Phthalic esters, being chemicals, covered by Tariff Item 280 (V).

NEW ZEALAND

Customs Tariff Inquiry

THE NEW ZEALAND Tariff and Development Board has announced that the inquiry into the rates of import duty on certain types of elastic fabric (see *Board of Trade Journal*, March 29, 1963, page 728) will also cover the undermentioned types of fabric:

Elastic fabrics or trimmings (woven, knitted or crocheted) consisting of textile materials combined with threads of substances having the elastic properties of rubber but not being natural rubber of synthetic rubber as defined in Division 23 of the New Zealand Tariff.

The fabrics and trimmings in question are classified within Tariff Groups 652, 653 and 654 according to character.

As indicated in the *Board of Trade Journal* notice of March 29, 1963 this inquiry will commence at 10.30 a.m. on Tuesday May 21, 1963 and persons intending to give evidence should consult that notice.

Trade associations and firms thought to be interested in the above inquiry have been informed and it is suggested that any British firm wishing to give evidence should get in touch with its trade association. Firms proposing to give independent evidence through their agents in New Zealand and wanting further information should approach the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1 (Tel. Trafalgar 8855, Ext. 2611), quoting reference C.R.E. 3016/63.

Any British trade association or firm proposing to submit evidence is asked to advise the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1, of their intention.

Import Licensing Schedule for 1962-63

THE NEW ZEALAND Customs Department have issued the following decision relating to the Import Licensing Schedule for the 1962/63 period:

1. Limited provision in the current licensing period will be made for imports of reinforcing rounds, plain or deformed, in the following sizes:
   Ex Item Code 67.12 ½", ⅝", ¾"
   Ex Item Code 67.13 ⅞", 1¼"
2. The total value of licence granted to any applicant will not exceed 25 per cent. of the value of his 1962/63 licences under Item Code 67.13 (see notice in the *Board of Trade Journal* of April 20, 1962, page 877).
3. Importers must support applications for these additional licences by the following:
   (a) Evidence of imports in 1960 of ½", ⅝" or ¾" rounds, plain or deformed.
   (b) Evidence of imports in 1960 of ⅞", 1" or 1¼" rounds, plain or deformed.
   (c) Evidence that importation can be made by June 30, 1963.

CEYLON

Import Restrictions on Some Petroleum Products

IMPORT CONTROL Notice No. 16/63 published in the *Ceylon Government Gazette* of March 22, 1963, amends Import Control Notice No. 11/63 (details of which were published in the *Board of Trade Journal* of March 15 (page 640)) by deleting the maximum price provisions and substituting the following new paragraph:

Import licences will be granted for the goods described below subject to the import Quotas fixed by the Controller of Imports and Exports:

(1) Motor Gasoline, the Octane Number (Research Method) of which is more than 78 but less than 89;
(2) Motor Gasoline, the Octane Number (Research Method) of which is 89 or more;
(3) Illuminating Kerosene;
(4) Diesel Oil (Industrial Diesel Oil), the diesel index of which is more than 42 but less than 52;
(5) Diesel Oil (Gas Oil), the diesel index number of which is 52 or more; and
(6) Furnace Oil.

The importation of the following items will not be subject to Quota restrictions. Licences should, however, be obtained prior to importation:

(1) Fuels for international bunkers;
(2) Aviation gasoline;
(3) Aviation Turbine Fuel (Aviation kerosene);
(4) Power kerosene; and
(5) Normal Hexane.

FEDERATION OF MALAYA

Pioneer Industries Ordinance, 1958

THE GOVERNMENT of the Federation of Malaya has announced that, subject to representations made in writing to the Ministry of Commerce and Industry before April 27, 1963, it is proposed to declare the following industries and products to be Pioneer Industries and Pioneer Products under the Pioneer Industries (Relief from Income Tax) Ordinance, 1958:

Industries	Products
(A) Chemical Products	(i) Ammonium nitrate.
	(ii) Candle sticks.
	(iii) Coal tar-wood preservatives.
	(iv) Granular ammonium nitrate limestone fertilizers.
	(v) Granular compound fertilizers containing nitrogen phosphate and potash or any two of these constituents.
	(iv) Granular compound fertilizers with magnesia and/or other minor elements.
	(vii) Joss sticks.
	(viii) Nitric acid.
(B) Iron and steel	(i) Square grip work hardened mesh fabric reinforced for concrete.
	(ii) Square grip work hardened steel reinforced bars for concrete.
(C) Paper Products Manufacture	Joss paper.
(D) Tiles manufacture	Baked clay roofing tiles.

This notice means that an interested party has suggested to the Minister of Commerce and Industry that the products mentioned above should be made in the Federation of Malaya. Firms to which Pioneer Certificates are granted will enjoy the benefit of exemption from Federation Company Tax for a period of from two to five years depending on the amount of capital invested in the Federation.

United Kingdom manufacturers who require further information about Pioneer Industries legislation are invited to get in touch with the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1. (Tel. Trafalgar 8855, Ext. 2317), quoting reference C.R.E. 1236/4/G.

SINGAPORE

Prohibition of Imports

THE BOARD OF TRADE have received a copy of the Customs (Prohibition of Imports) Notification, 1963, which prohibits the importation into Singapore, except for transhipment, of:

(a) Whisky and brandy not accompanied by a certificate issued by the proper customs authority of the country of origin stating that the whisky or brandy has been stored in wood for not less than 3 years;

(b) certain intoxicating liquors containing arsenic, copper or lead, either as such or in the form of a compound in excess of the amounts specified in the Order;

(c) cigarettes and intoxicating liquors, the bottles or labels of which have been marked 'Singapore Duty Not Paid' on the direction of the Comptroller of Customs;

(d) certain brands of cigarettes produced by the manufacturers and packed in the manner specified in the Order; and

(e) shag tobacco.

A copy of this Order may be seen at Export Services Branch, Board of Trade, Room E.48, Hillgate House, 35 Old Bailey, London, E.C.4.

INDIA

Import Trade Control

THE INDIAN Government have announced a modification of the import policy for Actual Users' imports of raw materials, components and spare parts. They are to be allowed greater flexibility in the use of their foreign exchange allocation and will be able to spend 25 per cent. more or less of each of the licences they receive for individual items so long as their total expenditure of foreign exchange is not altered.

PAKISTAN

Pay as you Earn Scheme

THE GOVERNMENT of Pakistan have introduced a 'Pay as you Earn' scheme for the import of plant and equipment. Under this scheme plant and equipment can be imported into Pakistan in return for payment in the shape of the export of the products produced on the imported plant. This payment would be spread over a period of at least 8 years.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Room 4110, The Board of Trade, Horse Guards Avenue, London, S.W.1. (Tel. Trafalgar 8855, Ext. 2785).

BURMA

Import Licence Announcement

THE BURMA Directorate of Imports and Exports announced on March 15, 1963, that imports of (i) electric motors and (ii) electric portable tool grinders shall not be allowed under 'Electrical Goods' import licences, but that imports of (i) Battery Chargers and (ii) Main Switch of 10 amp. and above, will be permitted under such import licences.

CANADA

'Made in Canada' Ruling

THE FOLLOWING is a repetition, with footnotes and an amended effective date, of the ruling which was published in the *Board of Trade Journal* of April 5, page 806:

Of 'a class or kind made in Canada':

Industrial trucks, gas or gasoline powered, commonly known as fork lift or lift trucks, for the movement of goods, having rated lifting capacities, when equipped with forks, from 2,000 pounds to 16,000 pounds inclusive, at a load centre of 24in. from the face of the forks.

Notes

(1) Gas or gasoline powered fork-lift trucks, having rated lifting capacities within the range of 4,000 pounds to 16,000 pounds inclusive, with a load centre of 24in. from the face of the forks, have previously been ruled of a class or kind made in Canada.

(2) Attention is drawn to tariff item 427(3).

(3) Memorandum D51-21, insofar as it relates to gasoline engine driven fork-lift trucks, is superseded when this ruling becomes effective.

(4) The following information is to be shown on the Customs invoices:

(i) Description of industrial truck

(a) name
(b) kind of power
(c) model number
(d) serial number

(ii) Manufacturer's rated lifting capacity and load centre at which rated.

(Ruling effective April 29, 1963).

The above information is contained in Canadian Department of National Revenue Memorandum Series D51-21-1, dated March 29, 1963.

ECUADOR

Import Control

THE BRITISH EMBASSY in Quito have reported that the Ecuadorean Import Lists have been amended as follows:

List II (luxuries):

Item No.	Description
377	Other manufactures of unhardened rubber: (i) articles of cellular rubber (only sheets and sponge rubber in rolls).
975	Dolls of all kinds, mechanical or not, and parts thereof: (a) only dolls and talking dolls.

CHILE

Amended Imports List

THE following amendments should be made to Chile's List of Permitted and Prohibited Imports. The List was published in the *Board of Trade Journal* of July 6, 1962, page 50 and amendments have appeared frequently in subsequent issues.

The Permitted Imports List has been modified as follows:

Section	Group	Item	Tax Surcharge	Deposit Category
			Per cent.	
I	4	Eliminate:		
		Petroleum, crude.		
II	6	Wood shavings impregnated with iron oxide	5	A
	7	Skins of fine hair, untanned	100	E
IV	20	Vegetable fibres for polishing metals	5	B
VIII	37	Waste woollen fibres (flock)	20	C
	37	Thread for making nets and other fishing equipment	50	B
IX	45 & 53	Delete:		
		Bicarbonate of soda for pharmaceutical use.		
	45 & 53	Acetic anhydride	150	B
		Gelatine, in powdered form for food products	50	B
		Acrylic sheets of a minimum thickness of 1 mm.	10	B
		Sheets of polyester	50	B
		Silicones	5	B
		Add:		
	46	Sodium oxacelline	Free	A
		Ampicillin	Free	A
		Insert after Bismuth subsilicate:		
		Mixtures of drugs and chemical products in containers of over 5 kg. for use in making pharmaceutical specialities, except those containing more than 20% of chemical products which figure on the Prohibited List	20	A
		Concentrated mixtures of drugs, antibiotics, vitamins and chemical products for use as additives for animal foods	Not yet	known
	46	Delete:		
		Mixtures of drugs and chemical products in containers of over 5 kg.		
		Effervescent analgesic products	50	F
	49	Mineral turpentine	20	B
		Lubricating greases	20	B
X	54	Laminated sections H, I, T, U and Z	10	B
	56	Silver wire with special alloy core for soldering	5	A
	57 & 58	Umbrella frames	50	B
		Complete hinges for making spectacles	1	A
		Automatic page-numbering machines	50	C
XI	61	Bobbins of compressed paper	30	B
		Cones, pirns, and bobbins of paper	200	C
		Cones, pirns and bobbins of wood	50	B
		Service pumps for liquid fuels	50	C
		Industrial safety equipment	5	A
		Raw hide pickers	200	E
		Industrial ozonizers	50	C
	63	Anodes	5	B
		Electric cell and battery chargers	50	C
		Basic elements for electric fences	10	B
	66	Pieces and parts for motor vehicles	200	C
		Spare parts for motor vehicles	Free	C
XIII	75	Basic paper for making heliographic paper	10	B
		Electronic stencil paper	100	B
	79	Photographic enlargers their lenses and accessories	50	D
		Spectacles	200	E
		Ribbons of carbon paper	10	B
		Terrestrial globes	100	C
		Musical instruments	50	B
		Parts and pieces for assembling slot record players	50	C
		Virgin 8 mm. cine film	50	D
		Pieces and parts of record players, except	50	C
		Paint brushes of natural marten	50	C
		Accessories for use in Cinemascope	50	C
		Cones and membranes for loudspeakers	50	B
		Thermoplastic screens	50	B
		Reflectors for arc lamps	50	B
		Lenses for cinema projectors	50	B
		Amplifying, rectifying and photocell valves	50	C
		Spare parts for cine, photographic and projection cameras	50	C
		Spare parts for musical instruments	50	C
	81	Ping-pong balls	50	D
		Thermo-insulating ribbons	50	C
		Lithographic pencils	20	C
		Fountain pens, automatic pencils	100	D
		Spare parts for spherographic or ball-point pens	100	D
		Delete:		
		Spherographic or ball-point pens and pencils		

Shipments Require Supplier's Certificate

THE CENTRAL BANK of Chile has ruled that the shipping documents in respect of all shipments to Chile, made after April 1, must be accompanied by a special Supplier's Certificate (Certificado del Proveedor). Certificates can be obtained from the Chilean importer or from the Central Bank in Chile.

A copy of the certificate may be seen at the Export Services Branch of the Board of Trade, Hillgate House, Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 476).

UNITED STATES

Valuation for Duty Purposes

CERTAIN goods may now be assessed, for the purpose of calculating the United States import duty payable, on their 'nominal value'. This is based on the cost of the materials plus any export packing expenses but excludes all other expenses, such as processing costs.

One group of goods which is eligible for nominal value treatment comprises media conveying personal and business information, records and data, such as business machine cards, magnetic and seismographic tapes, seismograms, maps, charts, blue-prints, diagrams, microfilms and photographs. They must not be for sale, exchange or barter nor suitable for sale, their content being primarily of value only to the owner, importer or ultimate consignee. Neither must such imports be consequent upon 'an order or arrangement for employment abroad of engineering, architectural or other professional services in connection with any domestic' (i.e. United States) 'manufacture or production'.

Another group of eligible goods comprises works of art, sculptures and other similar objects, including those of a craft, non-professionally conceived or executed and having no commercial value beyond physical constituents, provided they are of value primarily to the owner, importer or ultimate consignee and are not for sale, exchange or barter.

A final group comprises media, such as recordings and tapes, either bearing songs, music, speeches, readings and the like and destined for non-commercial libraries, archives and similar institutions, or 'to be broadcast, disseminated or distributed under non-commercial auspices as a public service in the United States'. Again, there are conditions for eligibility, such as that the medium is not being sold.

In order to assess the nominal value of eligible imports, Customs officers may accept a statement from the shipper or the importer of the 'actual cost, price or market value, in unprocessed or unprepared form, of the physical material alone, plus any packing expenses'. In the absence of an acceptable statement, Customs officers will themselves assess the nominal value. The provision for the use of a nominal value has been in existence since March 7, 1963.

The above is a summary only of the Customs Notice and inquiries for further details should be addressed to Export Services Branch (Tariff Section), Board of Trade, Room E47, Hilgate House, 35 Old Bailey, London, E.C.1. (Tel. City 5757, Ext. 456).

Reductions in Import Duties

A NOTICE was published in the *Board of Trade Journal* of April 5 (page 804) announcing various reductions in United States import duties, some of which rectified certain items in tariff concessions granted in 1962. Two of these rectifications in effect widened the descriptions of some items which appeared in the Journals of May 25 and June 1, 1962.

It should be noted that, in respect of these items, the effective dates of the reductions given in the Journal of April 5 apply only to the products **added** to them. The added products are the 'salts' under paragraph 27(a)(3)(5) and 'bulbs and lamps without filaments' under paragraph 229. The dates of the reductions in duty on the 'acids' and 'bulbs and lamps **with** metal filaments' in each case remain as July 1, 1962 and (the expected date) July 1, 1963.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, *Board of Trade Journal*, Room 2410, Board of Trade, Horse Guards Avenue, London, S.W.1 (Tel. Trafalgar 8855, Ext. 2192). Telegrams and cables should be addressed 'Boneblack, London.'

Merchanting Trends Inquiry

The Association of British Chambers of Commerce report entitled 'Merchanting Trends Inquiry' summarizes the results of the fourth inquiry into the experience and expectations of United Kingdom merchants engaged in foreign trade. Inquiries for copies to ABCC, 68 Queen Street, London, E.C.4.

ANTIGUA

Customs Tariff Changes

THE BOARD OF TRADE have received from Antigua a copy of a resolution dated February 19, 1963, which amends the First Schedule to the Antigua Customs Tariff by substituting the following for item 83.

Item	Article	Full	Preferential
83	Spirits:		
	(a) Brandy	$5.00 per proof gal. or under.	$4.25 per proof gal. or under.
	(b) Gin	$4.00 per proof gal. or under.	$3.36 per proof gal. or under.
	(c) Whisky	$5.30 per proof gal. or under.	$4.50 per proof gal. or under.
	(d) Rum	$3.95 per proof gal. or under.	$3.00 per proof gal. or under.
	(e) Cordials, liqueurs and flavouring extracts containing spirits	$3.95 per gal.	$3.00 per gal.
	(f) Bitters and falernum	$7.25 per gal.	$6.65 per gal.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

ALBANIA

Patents, Author's Certificates and Trade Marks

THE CHAMBER OF COMMERCE of the People's Republic of Albania have recently published a pamphlet dealing with applications for patents and author's certificates and the registration of trade marks in Albania. An English translation of the pamphlet may be inspected in the Patent Office Library Annexe, Chancery House, Southampton Buildings, London, W.C.2.

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SPAIN

Customs Tariff on Glass Bottles Suspended

IN THE *State Gazette* of March 29, the Spanish authorities announced the suspension, for three months, of customs duties on uncut, unground, unengraved and undecorated glass bottles. The measure is understood to have been taken because of a shortage in Spain.

Inquiries regarding this notice should be made to Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468 or 469).

SWITZERLAND

Customs Tariff Amendment

THE SWISS FEDERAL Government has announced that from February 1, 1963, the following products, when imported from EFTA countries, shall be dutiable at the reduced rates shown:

Tariff No.	Goods	Duty per 100 kilogrammes
1704	Sugar confectionery not containing cocoa:	
20	Chewing gum	40 Swiss francs
ex 30	Other (not including liquorice juice of Tariff No. 1704.10, or fondant, pastes, creams, and similar intermediate products, in bulk, containing 80% or more of sweetening)	50 Swiss francs

REPUBLIC OF MAURITANIA

Global Quotas, 1963

IT HAS BEEN announced in Nouakchott that the following quotas are available to established importers for the current year for countries outside the European Economic Community (for which separate allocations have been made):

(Values in French francs, £1 = 13.82F)

Quota No.	Description	Quota Values
1	Dairy produce	40,000
2	Cereals except wheat	P.M.
3	Beers	116,000
4	Various drinks:	
	A. Whisky and gin	210,000
	B. Others	16,000
5	Fine sugar and sugar products	7,000
6	Other food products and preparations:	
	A. Tea	7,000,000
	B. Others	715,000
11, 12, 13, 14	Pharmaceutical products, plastics, chemicals, rubber	53,000
15	Printed cotton fabrics	68,000
16	Cotton fabrics not printed	40,000
17	Jute fabrics and bags	PM..
18	Hosiery, knitwear, clothing	22,000
19	Household goods, tools	308,000
20	Durable consumers goods, optical apparatus	98,000
21	Engines, apparatus, spares of engines for fitting out	1,986,000
22	Cars, cycles, and spare parts	923,000
23	Spare parts for tractors	9,000
24	Miscellaneous (articles not included under other quotas)	214,000

(PM = to be kept in mind)

Notes:
(1) The quota allowances of Quota No. 22 (cars) are, in practice, reserved for makers' agents.
(2) The quota allowances of Quota No. 21 and Quota No. 23, especially the latter, do not in practice cover more than basic spare parts requirements. The later importation of complete engines should be made the subject of special application outside the above allowances.

The French text of this announcement may be seen at the Export Services Branch, Board of Trade, Room E.38, Hillgate House, 35 Old Bailey, London, E.C.4.

GHANA

Exchange Control Department

IT WAS ANNOUNCED in the Ghana *Official Gazette* of March 22, 1963, that following the establishment of the Exchange Control Committee in the Ministry of Finance and Trade to deal with all policy matters in connection with Exchange Control, all correspondence and inquiries regarding exchange control should be addressed to: The Secretary (Exchange Control Committee), Ministry of Finance and Trade, P.O. Box 2674, Accra, Ghana.

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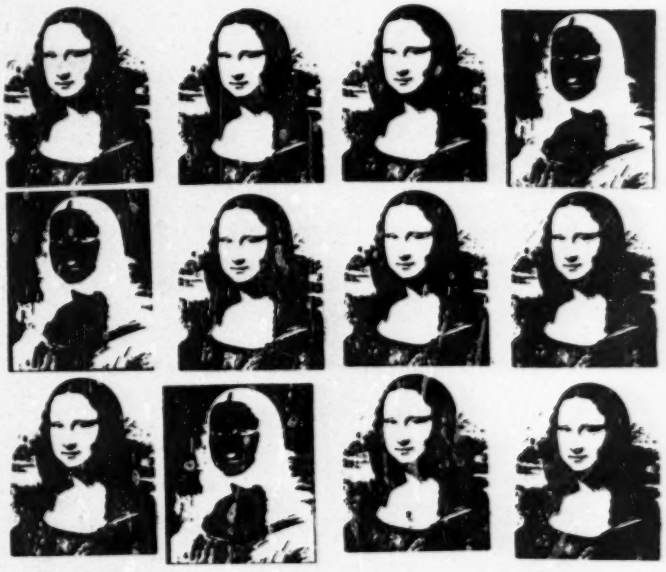

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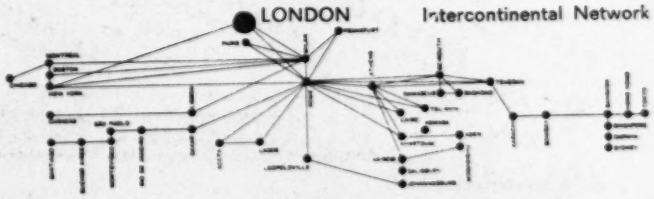

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SIERRA LEONE

Amendment of Customs Tariff and Import Licensing Regulations

THE CUSTOMS Tariff (Amendment) (No. 2) Order, 1963, published in the *Sierra Leone Official Gazette* of March 25, 1963, gives details of amendments to the First and Second Schedules of the Sierra Leone Tariff with effect from March 25, 1963.

Amendments of the Import Licensing Regulations, with effect from March 12, 1963, are also published in that *Gazette*. The amendments are set out below:

Customs Tariff - First Schedule - Import Duties

Item No.	Goods	Unit	Preferential Tariff	General Tariff
	The following rates are increased as shown:			
6	Beer, ale, stout and porter	Imp. gal.	10s. 9d.	12s. 6d.
8	Broadcast receivers, excluding batteries		15% *ad val.*	17½% *ad val.*
17	Hollow-ware, domestic, of base metals		12½% *ad val.*	15% *ad val.*
26	Oil:			
	(a) Fuel	Imp. gal.	1s. 6d.	1s. 6d.
	(d) Motor spirit	Imp. gal.	1s. 9d.	1s. 9d.
27	Painters' colours and materials:	at 80° F		
	(a) Paints, colours, paint oils, polishes lacquers, liquid driers and varnishes		7½% *ad val.*	10% *ad val.*
40	Umbrellas and parasols		25% *ad val.* or 4s. on each article whichever is the higher	30% *ad val.* or 4s. on each article whichever is the higher
41	Vessels, including lighters, boats, canoes and steam and other launches, with their necessary fittings and tackle such as masts, oars, sails, anchors and chains. Materials for use in the construction or repair of of all such vessels when admitted as such by the Comptroller of Customs.		5% *ad val.*	7½% *ad val.*
	The following item is added:			
12A	Concentrates and essences which in the opinion of the Comptroller are imported for the purpose of manufacturing non-alcoholic beverages:			
	(a) Alcoholic concentrates and essences	lb.	£3	£3
	(b) Non-alcoholic concentrates and essences	lb.	£1 12s. 0d.	£1 12s. 0d.
	The following items are deleted:			
17A	Ice chests and refrigerators and parts thereof		10% *ad val.*	10% *ad val.*
34	Air conditioners and air conditioning plant, accessories and parts thereof		10% *ad val.*	12½% *ad val.*
	The following definitions are revised and/or the rates increased as shown:			
37	Spirits – substitute the following:			
	(a) Whisky, brandy, gin, rum and other potable spirits but excluding concentrates and essences for the manufacture of alcoholic or non-alcoholic beverages and medicinal preparations	Imp. gal.	£7 3s. 0d.	£7 5s. 6d.
38 (a)	(b) and (c) replace by the following:			
38	Sugar	lb.	2d.	2d.

Second Schedule – Exemption from Import Duty

36 Delete – Fishing trawlers, fishing nets and gear therefor.

The effect of deleting items 17A and 34 from the First Schedule is to make the goods in question subject to the residual duties applicable to articles not separately enumerated, viz., Preferential 25 per cent. *ad val.*, General 32½ per cent. *ad val.* The deletion of item 36 from the Second Schedule brings the goods therein defined under item 41 of the First Schedule.

Import Licensing Regulations Amendments

ALL GOODS of United Kingdom origin specified in the Sierra Leone Customs and Import List may be imported from the United Kingdom under Open General Licence with the exception of the revised list of items given below for which specific import licences are required.

Customs Classification	Schedule Items
025-XXO	Eggs.
001-010	Cattle.
042-XXO	Rice.
292-XXI	Seeds, bulbs and plants.
512-022	Alcohol (ethyl, alcohol), not denatured including methylated spirits.
541-020	Bacteriological products, sera, vaccines.
541-030	Pencillin, streptomycin and other antibiotics.
541-040	Opium, alkaloids, cocaine and other alkaloids and salts, and their derivatives and preparations.
541-099	Medicinal and pharmaceutical products, n.e.s.
541-011	Gunpowder.
591-012	Blasting explosives, other than gunpowder.
591-013	Hunting or sporting ammunition.
591-019	Propellant powders and prepared explosives, n.e.s.
591-020	Fuses, primers, detonators and percussion caps.
671-010	Silver, unworked and partly worked.
673-010	Jewellery containing gold.
691-XXI	Rifles.
691-XX2	Shot guns.
691-XX3	Revolvers and pistols, firearms, humane killers, sidearms.
691-XX4	Ammunition, small arms.
221-XX0	Palm kernel.
412-XX0	Palm oil.
2.1-XX0	Groundnuts.
271-XX0	Coffee.
075-XX0	Ginger.
682-XX9	Copper tubes.
221-XX1	Benniseed.
691-XX9	Ordnance, n.e.s., including cap guns, flintlock guns.
X11-000	Gold coin and bullion, unrefined gold and partly worked gold.
X21-010	Current notes of West African circulation.
X21-020	Current notes not of West African circulation other than French West African Franc Notes.
X23-010	Current coins not of West African circulation.

Which

The current issue of 'Which' includes reports on carpets, ironing machines, frame tents and ladder-resistant nylons. The quarterly car supplement reports on seven luxury cars. Consumers' Association, 14 Buckingham Street, London, W.C.2. Annual subscription £1. (£2 including car supplements).

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Fiscal and Customs Duties Modifications

A RECENT announcement has given the undernoted amendments to the Equatorial African Customs Union's fiscal duties and the Equatorial African Customs Union and Cameroon Republic customs duties:

1. Equatorial African Customs Union fiscal duties

Tariff No.	Description	Rate of duty
64-01	Shoes with outer soles and uppers of rubber or artificial plastics material:	
	19. *A.* Sandals of artificial plastics material	12%
	90. *B.* Other	12%
87-01	Tractors, including winch tractors:	
	01. *A.* Motor-driven cultivators	4%
	04. *B.* Wheeled agricultural tractors	4%
	11. *C.* Winch tractors	4%
	D. With spark ignition or compression-ignition engines:	
	Other:	
	track-laying.	
	21. Weighing 4,000 kgms. or less	4%
	22. Weighing more than 4,000 kgms.	4%
	Wheeled:	
	46. Road tractors with cylinder less than 4,500 cubic cms.	4%
	47. Other	3%
	49. Other	4%
	51. *E.* With electric or other motor	4%
87-02	Motor vehicles for transport of persons (including sports cars and trolley buses) or for transport of goods:	
	A. For the transport of persons, including dual-purpose vehicles:	
	Specifically:	
	31. With one driving axle	12%
	32. With more than one driving axle	12%
	41. Public transport vehicles	6%
	B. For goods carrying:	
	With spark ignition or compression-ignition engine:	
	With cylinder less than 3,000 cubic cms.:	
	50. With one driving axle	4%
	51. With more than one driving axle	4%
	61. With cylinder between 3,000 cubic cms. and 4,500 cubic cms.	4%
	62. With cylinder of, or more than, 4,500 cubic cms.	3%
	69. With other engines	4%
37-07	Other cinematographic film, exposed and developed, whether or not incorporating sound track, negative or positive:	
	09. *A.* Negative	Exempt (1)
	B. Positive.	
	41. Temporarily imported with a view to their commercial exploitation	Exempt (1)
	42. Other	12%

(1) The admission of films exempt from entry duty and statistics tax took effect from January 1, 1963, without prejudice to the fact that the four Equatorial African Customs Union countries would by then have introduced a tax of 1.5 per cent. on cinema receipts to replace these taxes and duties.

2. Equatorial African Customs Union and Republic of Cameroon

By virtue of ruling 14/62-8 of the mixed Equatorial African and Cameroon Commission the following customs duties are modified as indicated:

Chap. 31 (all positions) Fertilizers: Old duty 5%
New duty: 15%

36-06: Matches: Old duty: 20%
New duty: 30%

38-11-19: Disinfectants, insecticides other than those put up in forms or packings for retail sale with nett weight of 1 kilogramme or less, or as articles: Old duty: 10%
New duty: 15%

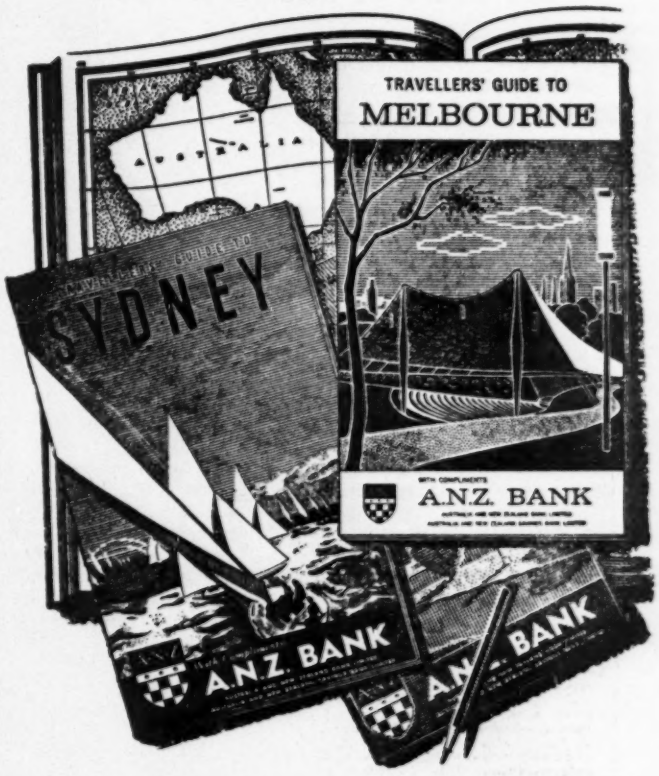
The French text of this notice may be consulted at the Export Services Branch, Board of Trade, Room E.38, Hillgate House, 35 Old Bailey, London, E.C.4.

ST. HELENA

Import Control on Sugar

REGULATIONS MADE by the Governor of St. Helena in Council on January 10, 1963, state that no person shall import any sugar without a licence issued by the Controller of Supplies and that such licence may be subject to such conditions as the Controller may impose.

For the purpose of these Regulations 'Sugar' means any type of granulated sugar, which is not a type of sugar commonly known as castor sugar, icing sugar, brown sugar, lump sugar, coffee sugar or fancy sugar.



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REPUBLIC OF SOUTH AFRICA

Rebate of Duty for Manufacturing Purposes

DETAILS were given in the *Board of Trade Journal* of January 11, 1963 (pages 116/117) of Government Notice R.2087 which provided for a rebate of duty to registered manufacturers of men's and boys' outerclothing under Tariff Item 491 (1) (a) (xxvii).

Government Notice No. R.436 published in the Republic of South Africa *Government Gazette* of March 29, 1963, withdraws the rebate provision under that item.

Customs Tariff Applications

CUSTOMS TARIFF Application List No. 333, published as Government Notice No. 195 in the Republic of South Africa *Government Gazette* of March 29, 1963, states that the Board of Trade and Industries has received the following applications affecting the Republic's Customs Tariff:

For an increase in duty on:

Calcium and sodium para aminosalicylic acid from free to 15 per cent. *ad valorem* (intermediate column).

Where British trade organizations are thought to be interested in the above applications they are being informed, and it is suggested any British firm wishing to make representations to the South African Board of Trade and Industries and belonging to a trade organization should get in touch with that body in the first instance. Firms proposing to make independent representations to the South African Authorities and desiring further information relating to the above, should address their inquiries to the Commercial Relations and Exports Department, Horse Guards Avenue, London, S.W.1, quoting reference C.R.E. 3873/63.

For the withdrawal of rebate facilities on flexible and rigid polyurethane foam plastic, ether and ester based, where it is admissible under rebate of duty:

(a) for the industry manufacturing shoulder pads in terms of rebate item 509; and

(b) as linings for the industry manufacturing articles such as leatherwork, bags, travel-goods, leggings, belts, straps and harness and saddlery of leather or substitutes for leather, and trunks of any material in terms of rebate item 541 (*m*) (iii).

It is expected that the South African industries at present enjoying these rebates will submit evidence in favour of their retention, but if any British interests affected should consider that they have evidence on the matter not likely to be available to the South African Board of Trade and Industries they should communicate with the Commercial Relations and Exports Department as above, quoting reference C.R.E. 3874/63.

PORTUGUESE EAST AFRICA (MOZAMBIQUE)

Liquidation of Indian Firms

H.M. CONSULATE-GENERAL in Lourenco Marques has reported the impending liquidation of the following Indian firms. Claims against their assets must be submitted by April 29, 1963.

District of Manica and Sofala

Khimji Anand, Vanravan Gordhan, Mulgi Kalidas & Co., Jamnadas Morarjee, Trikam Valvjee, Vijyagouri Revasshandar Jutha, Ramji Jagjivan, Parshotam Tribhovan Bhagat, Mangaldas & Ca., Kachra Binji & Ca., Naranji Hari, Gordhandas Haridas.

District of Zambesia

Rambhai Vallabhai (the heirs of Laku Govin), Tuljashanker Gavrishanker, Samgy Kalidas, Abdul Karim Ibrahim, Amaratlal Ranchordas, Chellaram Titthidas Badarangavi, Hirje Kanji, Hirabhai Premabhei Patel, Issa Omar, Jal Nanabhai Tavaria, Jayantilal Gokalbhai, Jivandas Rughnath, Laxmidas Maganlal, Laxmidas Gokaldas, Manganlal Karasnji Joshi, Mahamad Kan Nurkhan, Maganlal Durgashanker, Manilal Mulshanker, Mohanlal Popatlal, Morarji Praji, Premabhai Murarji Patel, Ramchand Lakhumal, Vishvanath Sambhushanker, Kanchambai Mohanlal, Kanchangary Mohanlal, Lilavanti Laxmidas Gokaldas, Manibai Ambaram, Manglabai Popatlal, Nirmalagauri Girdhardas, Puspa Lalji, Ramaigari Bhaevandas, Ratambai Madhavji, Mathuradas Jethabhai, Amojee Ebrahim, Issa Vali Mamade, Jamnadas Valji, Muktabai Karxhanji, Adam Vali, Ibrahim Hassam, Amad Aboo Mamad, Antony Dawson William, Chumilal Umashanker, Duvarkadas Madhavji, Jothie Beckmeyer Antony Siromanis, Mylapore Parameswaré Iyer Mani Iyer, Macanji Tricanji, Aissa Ismael, Rossanna Bay.

District of Moçambique

Essa Umar, Devshi Virgi & Ca.

Inquiries regarding this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1. (Tel. Trafalgar 8855, Extn. 3082).

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